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AIR TRANSPORTATION

JULY • 1960 — The Air Magazine for The Modern Shipper — Vol. 37 No. 1

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Eastern's Big Push For The Volume Shipper

•

A New Name in Interamerican Air Trade

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The Same Old Problems . . . But Not For Long

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Airlift . . . Traditional Angel

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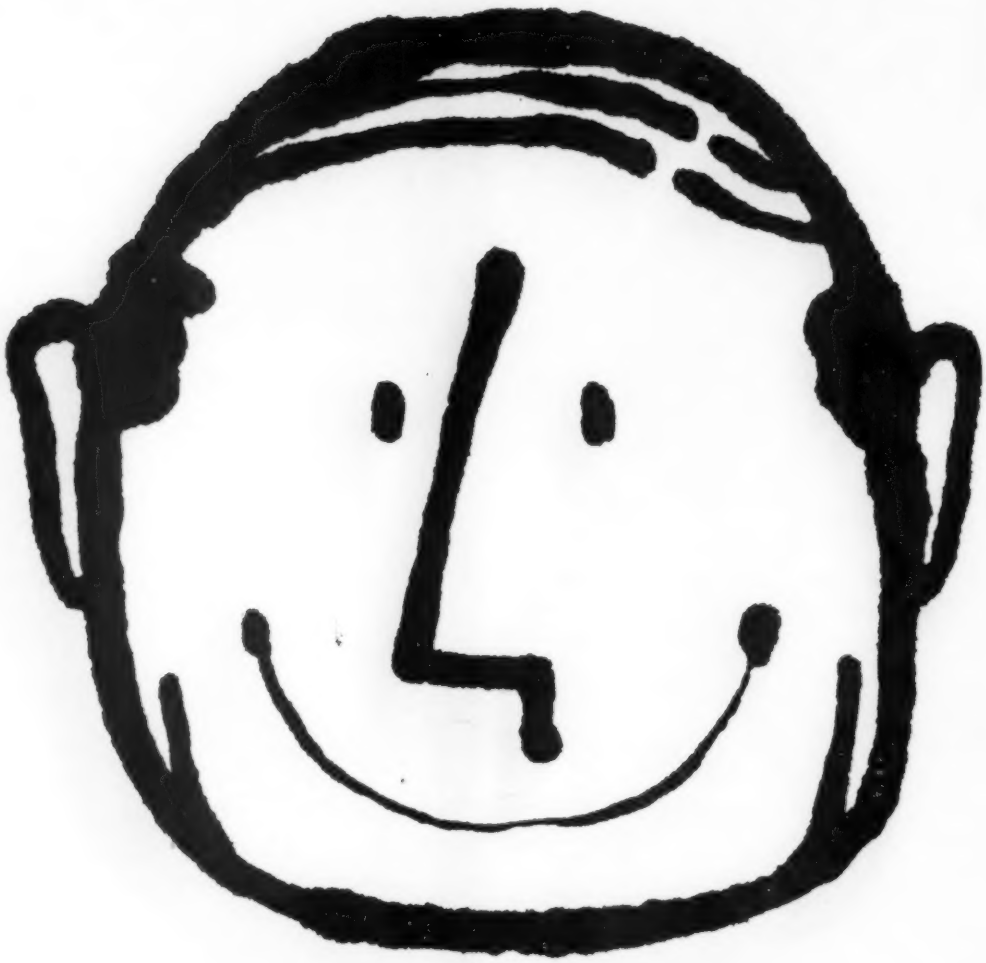
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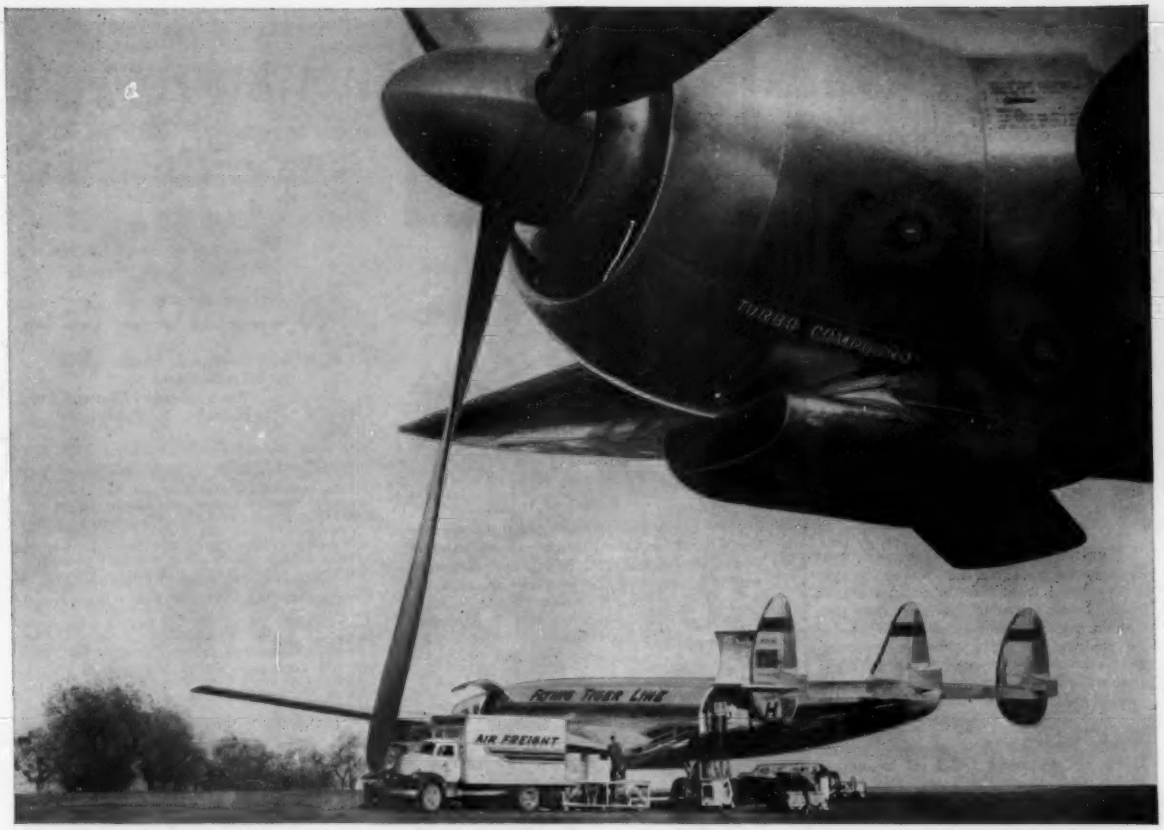
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On the Wing

Pan American—An 11½-ton unit—a ship's crankshaft—was airlifted from San Francisco to Japan. It was reputedly one of the heaviest single pieces ever flown across the Pacific. A firm of riggers and drayers was called in to perform the loading job when equipment at San Francisco International Airport was unable to cope with it. Final destination was Osaka.

Seaboard & Western — A 3,300-pound Indian rhinoceros, said to be the largest animal flown, was hauled from London to New York. A rare and dangerous animal, it made the trip under heavy sedation. The Indian Government permits only one such animal exported each year. Consignee was the Washington National Zoo. The flight also carried a pair of leopards and a half a dozen pandas.

Northwest—Most recent wild creature to take to the air was a Bengal tiger, flown from Seattle to Cincinnati. Said Tommy Nolan, freight director: "From pigs to pachyderms, from whales to goldfish, all have enjoyed the commodious interiors of NWA freight planes." Which means that Northwest hauls a lot of live cargo.

Alitalia—The first piece of cargo taken off Alitalia's DC-8 jet inaugural flight from Rome to New York was a shipment of television news film.



Continental — School graduations helped air freight traffic, too. The Denver-based airline transported 6,000 caps and gowns to high school graduates in Wyoming, Colorado, Utah, New Mexico, and Arizona. Autrey Bros. of Denver is reported to have shipped 800,000 pounds of graduation outfits during a four-week period. The company leans on air freight to get the caps and gowns back for dry cleaning and pressing, giving it the extra time for re-renting.

Swissair—Among an assortment of freight airlifted from New York to Milan were two Ferrari racing cars which had participated in the world championship races for sports cars at Sebring, Florida.

Trans-Canada — More than 21,000 pounds of steel bookstack shelving for the Xavier College Arts Department Library, Sydney, Nova Scotia, were flown from London to Gander, Newfoundland. Up to 7,000 pounds were placed in the cargo holds on several *Constellation* passenger flights. A TCA *North Star* picked up the shipments at Gander and flew them to Sydney.

From The Readers

Much useful information. . . .
R. W. Bagby
Traffic Manager
Dempster Mill Mfg. Co.
Beatrice, Neb.

* * *

I enjoy reading your informative publication.
Sulo Salminen
Order & Distribution Dept.
Wain-Roy Corp.
Fitchburg, Mass.

* * *

May I offer my sincere compliments on the article on Air France. It is, without doubt, the finest article on our company which I have had the pleasure of reading.
C. D. Frost
Assistant Freight Manager
Air France
London, England

* * *

I find your magazine most informative.
J. S. Boideck
Traffic Manager
Chemway Corporation
Wayne, N. J.

* * *

We have found your magazine to be very informative.
Bernard T. Heney
Traffic Manager
Fiske Bros. Refining Co.
Newark, N. J.

* * *

Your coverage is excellent. I liked the May issue especially well.
Leo Schendig
Miami, Florida

* * *

We enjoy your magazine very much.
Melvin Lievense
General Traffic Manager
KVP Sutherland Paper Co.
Kalamazoo, Mich.

* * *

Your publication is very informative.
K. L. Aagesen
Traffic Manager
Fisher Body Div., GMC
Grand Blanc, Mich.

* * *

. . . Without a doubt your magazine is the very best in its field.
George Roza
New York, N. Y.

* * *

I have enjoyed reading the editions very much.
Orrin Tibou
Traffic Manager
Dayton's
Minneapolis, Minn.

* * *

Your magazine is very informative and is much appreciated.
A. A. Jackson
Traffic Manager
W. H. Barber Co.
Minneapolis, Minn.

* * *

. . . We enjoy reading *Air Transportation.*
Peter J. Murano
Asst. Traffic Manager
J. B. Williams Co., Inc.
Cranford, N. J.

* * *

We find your magazine of considerable interest.
M. J. Collins
Supervisor of Traffic
Canadian General Electric Co.
Peterboro, Ont., Canada

* * *

. . . A very good magazine; quite helpful.
George J. Fowler
Traffic
Westinghouse Electric Corp.
Hillside, N. J.

* * *

Your publication is outstanding. It performs a valuable function.
George Avery
New Orleans, La.

* * *

Your magazine is an excellent source of timely air cargo information.
A. G. Thompson
Traffic Manager
Canadian Johns-Manville Co., Ltd.
Asbestos, P. Q., Canada

* * *

. . . I have received much assistance from your magazine. The articles are always so interestingly written.
L. Fichter
Hamburg, Germany

* * *

I have just seen the June issue of *Air Transportation* and want to hurry to tell you how gratified we are with the way you handled the *Wall Street Journal* story . . . May I also compliment you on the general makeup of the special Freight Forwarder Issue, and the information which you have been able to cram into it? . . .
R. W. Kummer
Sales Promotion Manager
Airborne Freight Corp.
San Francisco, Calif.

* * *

Air Transportation never ceases to be an interesting magazine. . . . I think the story about Air France, especially in the Sahara Desert, was very good.
Leonard Selkin
Philadelphia, Pa.

* * *

. . . Your magazine is read by 10 persons here.
E. E. McLane
Traffic Manager
United States Rubber Co.
Mishawaka, Ind.

* * *

I find your magazine very informative.
Joseph F. Messig
Traffic Manager
Keuffel & Esser Co.
Hoboken, N. J.

* * *

. . . I was very much interested reading the article on the transport of *My Fair Lady* to Moscow. Mr. Armstrong told the story well. He is to be complimented.
George Herbischer
Rockford, Ill.

AIR TRANSPORTATION

The World's First Air Cargo Magazine

Established October, 1942

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Member of Business Publications Audit of Circulation, Inc.

AIR TRANSPORTATION, published once each month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express, and air parcel post. Included in AIR TRANSPORTATION'S wide coverage are: air shipping, cargoplane development, rates, packaging, materials handling, documentation, air cargo terminal development, insurance, routing, interline procedures, new equipment, commercial airlines, military air transport service, air freight forwarding.

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AIR COMMERCE

DOMESTIC . . . INTERNATIONAL AIR CARGO

VOL. 37 JULY, 1960 No. 1

Seaboard Executive Sees Airline-Forwarder Teams

Richard J. Trainor, general sales manager of Seaboard & Western Airlines, scheduled North Atlantic all-cargo air carrier, told *Air Transportation* that proper airline-forwarder cooperation, on an industry rather than on an individual basis, might result in the formation of "two-man teams of carrier and forwarder representatives, each supporting the other in presenting the industry point of view" to major firms and shippers.



Trainor
For industry effort

The airline executive statement was made in response to an invitation to participate in a symposium on the proposed Airline-Forwarder Council which was featured in last month's issue of *Air Transportation*. It arrived too late for inclusion, but it is printed now for Trainor's significant viewpoint. The full text follows:

"Having seen the rapid growth of air freight forwarders over the years to the position they hold today in the industry, I have great faith in the members of the Air Freight Forwarders Association and in the job they can do for the air freight industry.

(*Concluded on Page* 12)

RANSA Charters Planes To Move Stalled Cargo

RANSA Airlines, which at presstime found its scheduled flights suspended by the Venezuelan Government because of a political situation there, has managed to transport shipments which were grounded in its Miami warehouse.

It was learned by *Air Transportation* that the Venezuelan air carrier has chartered a number of cargoplanes to move freight from Miami to Caracas. RANSA expects to resume scheduled operations soon, a spokesman stated.

During the few days RANSA was grounded, competing air carriers were known to be planning greatly expanded cargo services between Miami and Caracas. Pan American World Airways told *Air Transportation* that it intended adding three DC-4 and five DC-7F all-cargo flights per week to its four DC-4 freighter flights.

Braniff Sets Lift Mark

A recent record-shattering passenger-cargo flight by a Boeing 707-227 in the service of Braniff International Airways pointed up the huge carrying capacity of today's modern jet transports. The flight, between Dallas and San Antonio, carried 15,282 pounds of freight (two-thirds of it consisting of pharmaceuticals), and 2,770 pounds of mail and baggage—in addition to 104 passengers.

Tipton Suggests How To Get Supersonic Airliner

Asserting that "there is no question that the jet revolution was rendered immeasurably more difficult by confused, indecisive and often crippling Government policies," Stuart G. Tipton urged that the problem of how best to develop a supersonic transport plane be placed in the hands of a single Federal agency.



Tipton
Faster jet

Tipton, who is president of the Air Transport Association, said that "in the interest of the United States leadership in aviation, and for the sake of the prestige and economy of our nation," the Government should quickly initiate a program aimed at developing a supersonic transport.

The ATA, he said, believes that the quickest and surest way to achieve this is to assign a single agency to the task, presumably the Federal Aviation Agency, and to "provide for the creation of a combined legislative and executive commission to guide the work of that agency."

The cost of developing a transport plane capable of flying at a speed faster than sound has been variously estimated at from $75 million to substantially more than $1 billion.

LUCKY WINNERS FROM ABROAD



Among the 137 cargo and travel agents who were winners in KLM's Global Jet Contest was this group of cargo agents from Europe, the Middle East, and Africa. To win, an agent had to book the most business in his area on a specific flight secretly preselected by the Dutch airline. Visitors from abroad were the guests of KLM, flying to New York aboard a DC-8 jet, and doing the town in a big way. Above, left to right, are: T. Haellmeister, Schenker & Co., Vienna; S. Post, KLM freight sales manager-South Europe and Africa; D. W. Posselt, partner, Union Transport-Betriebe, Düsseldorf; F. Darmer, manager, Goth & Co., Biel, Switzerland; F. Egli, manager, Lamprecht & Co., Ltd., Zurich; Hans Haeffner, U. S. traffic manager, Union Transport Co., New York; M. Rozenberg, service manager, Avion Agence Maritime Lenars, Paris; Alan Mondschein, KLM's assistant cargo sales manager, New York; P. Tramzal, manager, Freight Department, Danzas & Co., Geneva; H. Haddad. Iran-American Soc., Teheran; J. N. Korkis, Thomas Cook & Son, Baghdad.

AA Executive Criticizes Destructive Competition

C. W. Jacob, senior vice president and secretary of American Airlines, last month told delegates to the Southern New England Transportation Conference that "some of the 12 domestic trunklines will have to combine in order to give the public the kind of service that will be demanded and in order to avoid destructive competition." The parley was sponsored by the Transportation Association of America.

The AA executive declared that jet transportation has introduced a new set of values for determining public need as well as for arriving at the kind of route pattern that will give the air carriers operating efficiency and profit.

He asserted that "consolidations will permit the airlines to operate with greater efficiency, and will help to achieve the required level of earnings, because they will help to cure the disease of destructive competition." Jacob stated that the air carrier does not oppose competition, "but when it becomes excessive, as it is in some cases today, it also becomes destructive, and contrary to the public interest."

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ACI Cartage Parley Will Hear 2 Luncheon Speakers

Two different aspects of air freight will be discussed at the formal luncheons of the 1960 Air Freight Cartage Conference. The parley, which is sponsored by Air Cargo, Inc., ground service organization of the scheduled airlines, will open at Edgewater Beach Hotel, Chicago, on August 16, and run through August 18.

Frank B. Lynott, executive vice president-operation of the Flying Tiger Line, will address the August 16 luncheon on his company's aims, plans and objectives in connection with the introduction early next year of the first of its CL-44 swingtails. On August 18, John T. Thompson, general manager of the Distributor Products Division of Raytheon Co., will discuss that firm's Unimarket system which has speeded up deliveries while slashing costs (*February 1960 AT; Page 16*).

More than 15 air carriers are expected to participate in an all-day airline Workshop on August 16. Sales and operating personnel will be available for individual discussion of local conditions and problems of concern to ACI contractors. Ten separate panels will take over the next day.

The Air Freight Ground Handling Exhibit, an innovation, will be open on the first two days of the conference. Various types of equipment will be on display in the West Lounge of the hotel.

Venezuela Refuses To Allow More Jet Service

Pan American World Airways, which is operating two jet flights a week to Caracas, has received a negative reaction to its application to the Venezuelan Government for the right to provide greater jet frequency.

Venezuela also rejected the application of Air France to operate jet flights between Paris and Caracas. The French airline would replace its three weekly piston-engine runs with jets.

At presstime it was learned that Pan American has been asked by Venezuela to curtail its jet flights for a period of two months, starting July 1. Reason stated is that jets will not be able to land because of work on the runway.

The reasons given for what has been described as surprising action by the South American Government are the precarious financial position of LAV, the Venezuelan airline, and the fact that it will not receive its jets before 1961. It is expected that official representations will be made by the United States and French Governments.

NAL Notes Bigger Traffic In Poultry Air Shipments

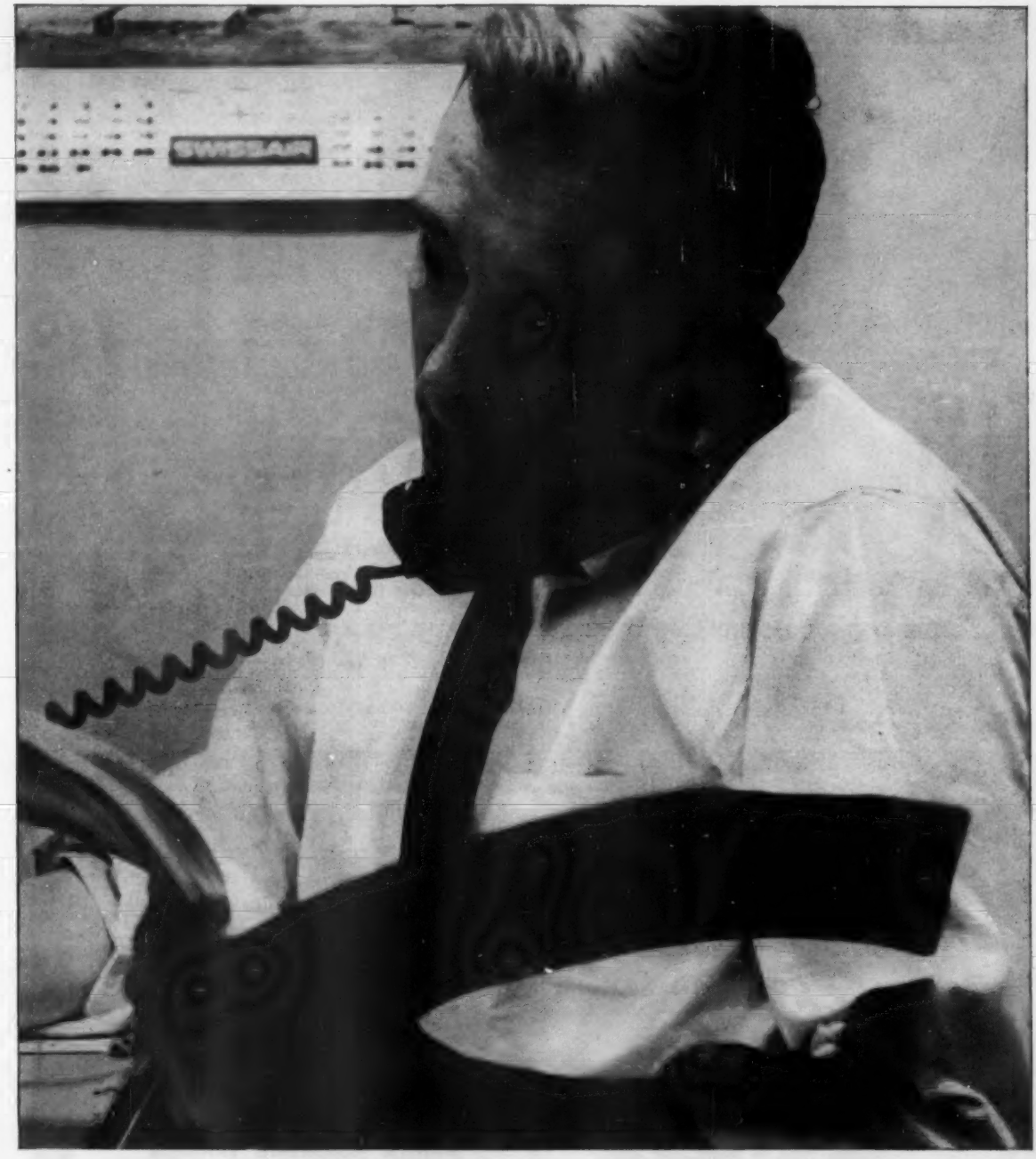
Since National Airlines placed the first of its planned fleet of *Constellation* airfreighters in service on the North-South East Coast run, there has been a decided increase in hatching-egg and baby-chick shipments, it was reported by Robert Havenstein, New York regional cargo manager. The airline provides cargo space reservations for shippers of poultry stock, such space being confirmed for them. Havenstein said that acquisition of its cargoplane was "the first step in a major expansion of the airline's air freight facilities."



Stepped-Up Times Edition In Europe is Airlifted

The world-famous *New York Times*, whose International Edition has been published in Europe since 1949, is undergoing revision and expansion. Starting this fall, it will make its daily appearance in Europe at virtually the same time it hits the newsstands in New York.

Important parts of the newspaper, edited in New York, will be transmitted to Paris by Teletypesetter and go into type at once. Coming off the presses in the early morning hours, the International Edition will be flown to all of Europe's principal cities. The papers will be delivered, in most place, "at the same time that *The New York Times* is delivered in New York."



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SWISSAIR AND MIDDLEMEN TALK IT OVER





← Swissair was host last month to officers of America's two representative organizations of middlemen in air shipping: the Air Freight Forwarders Association (upper photo) and the International Airfreight Agents Association. Purpose of the sessions, which were held separately at Swissair's New York International Airport facility, was to discuss airline-forwarder relationship with a view towards establishing mutual understanding of the other's problems. Representatives of the airline and the two organizations described the meetings as instructive and helpful. In the upper photo are (seated, left to right): Thomas Griffin, Acme Air Cargo, Inc., president of the AFFA; Dr. Edwin P. Jaeger, general manager, Cargo & Mail Division, Swissair; Werner Seiler, U. S. cargo traffic and sales manager, Swissair; Louis P. Haffer, AFFA executive vice president and counsel. Standing (left to right) are: Mel Sibulkin, U. S. cargo sales promotion manager, Swissair; Robert Seitel, Allied Air Freight, Inc.; Robert Hopes, General Air Freight, Inc.; Walter Schaaf, Hensel, Bruckmann & Lorbacher, Inc.; Henry Diggelmann, New York district cargo sales manager, Swissair; Peter George, Emery Air Freight Corp.; Alvin B. Beck, Air Express International Corp.; Irving W. Goodson, Flying Cargo, Inc.; Hans Roth, cargo agency and interline manager, Swissair; Robert Kharasch, Swissair's legal advisor. In the lower photo, seated, (left to right) are: Seiler; Harry Phieffer, Air Cargo Expeditors, president of the IAAA; Jaeger. Standing (left to right) are: Kharasch; Ed Van Dover, American Forwarding Co.; Alfred R. Guttman, J. D. Smith Inter-Ocean, Inc.; Diggelmann; William Clark, Dyson Air Freight; Henry Rothlisberger, Rohner, Gehrig & Co., Inc.; Roth; Sibulkin.

CFTC Membership Session

The California Floral Traffic Conference held its second annual membership meeting in Las Vegas last month. Two members were slated to replace the outgoing members of the board of directors, James Bonaccorsi and Dominic Tassano. Meanwhile, C. J. Van Duker, traffic manager, has been empowered to appoint three CFTC members to work with him in presenting "an overall analysis of the air freight charges applicable on floral products."

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*TWA THE SUPERJET AIRLINE is a service mark owned exclusively by Trans World Airlines, Inc.

Riddle's Katy is Sales Promotion Clinic Star

Riddle Airlines' promotional kangaroo, Katy, received the full treatment at a Sales Promotion Clinic sponsored by the National Sales Executives of Miami.

Charles L. Hood, vice president-marketing of the all-cargo airlines, related the story of Katy: how the idea to utilize a



Katy

kangaroo with its TNT (Tonight Not Tomorrow) sales blitz came about; how the animal was obtained; and how it was instrumental in attracting considerable valuable publicity in print and on the air (*October 1958 AT; Page 18*). The airline executive revealed that Katy, which has become Riddle's symbol, has appeared on television five times, served as part of a cooperative program with a supermarket chain, and even was registered as a guest at Detroit's Book-Cadillac Hotel.

My Fair Katy, a musical take-off on *My Fair Lady*, designed to emphasize painlessly the airline's services for its listeners, is an integral part of the promotion.

The clinic program was directed by Tom Lipe, president of the National Sales Executives, and Bill Bruce, president of the Crown Fence Company.

SEABOARD

(*Continued from Page 6*)

"For this reason the recent suggestion of Mr. Louis Haffer, executive vice president of the association, that a council of representatives of carriers and forwarders be formed to aid in the tapping of the vast potential market for air freight strikes me as being a very appropriate one.

"The formation of an industry council of this type is an excellent idea. A joint effort by all carriers and all air freight forwarders in this area should result to the mutual advantage of all concerned.

"However, representation on a council of this type should be on an industry-wide level. That is to say that members of this council, while necessarily representing this or that airline, or this or that forwarder, should participate in the activities of such a council not primarily as representatives of individual companies, but as representatives of the industry as a whole.

"As has been amply demonstrated, air freight forwarders can be of tremendous service to the airlines. That airline cooperation is necessary for the continued growth of the forwarders is also quite obvious.

"Should a cooperative carrier-forwarder council be formed on an *industry* basis, as has been suggested, one could envisage the day when members of this council might call on major firms or shippers who are now moving their commodities by steamer or parcel post in two-man teams of carrier and forwarder representatives, each supporting the other in presenting the industry point of view.

"It would also seem to be of some advantage to have as members of this council, other associations, such as IAAA.

"By means of this type of cooperation the education of the shipping public to the virtues of air freight could be considerably accelerated and the air freight industry would be one step closer to becoming the type of united 'family' it should be to meet the opportunity-laden challenges that lie ahead."

As proposed by the Air Freight Forwarders Association, the Airline-Forwarder Council would discuss, recommend, and "act in the principal direction of reaching and capturing the mass shipper in as short a period as possible."

New Kennels for PNA

L. H. Greening, cargo sales manager of Pacific Northern Airlines, reports that the airline has put into use the new, all-metal Premere Kennel for the shipment of pets. The first Alaskan carrier and one of the first in the United States to turn to this kennel, it was pointed out that it "incorporates the latest concepts in the safe handling of animals and is thoroughly sanitary."

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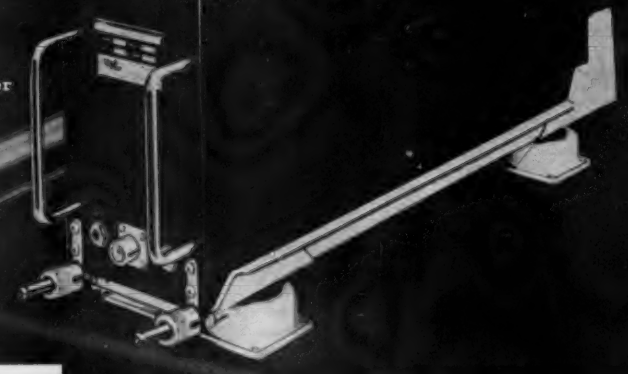
Idlewild International Airport, Jamaica 30, N.Y., FAculty 2-8900 . Atlanta: POplar 7-0573 . Chicago: HArrison 7-5350 . Dallas: FLeetwood 7-9221 . Los Angeles: MAdison 4-7514 . New York (80 Broad St.): WHitehall 3-1500 Philadelphia: ENterprise 6383 . San Francisco: PLaza 6-1243 . Washington National Airport: STerling 3-8278

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$2,395* COMPLETE with shock-mount, remote control head, full 44-crystal complement and power supply.

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One of the fleet of *Super C's* which marks the return of Eastern to all-cargo service.

EASTERN'S BIG PUSH
For the Volume Shipper

EASTERN Air Lines has returned with a vengeance to the all-cargo fold. The air carrier has five big, newly converted *Super-C Constellation* airfreighters which it is dangling tantalizingly before the eyes of volume shippers.

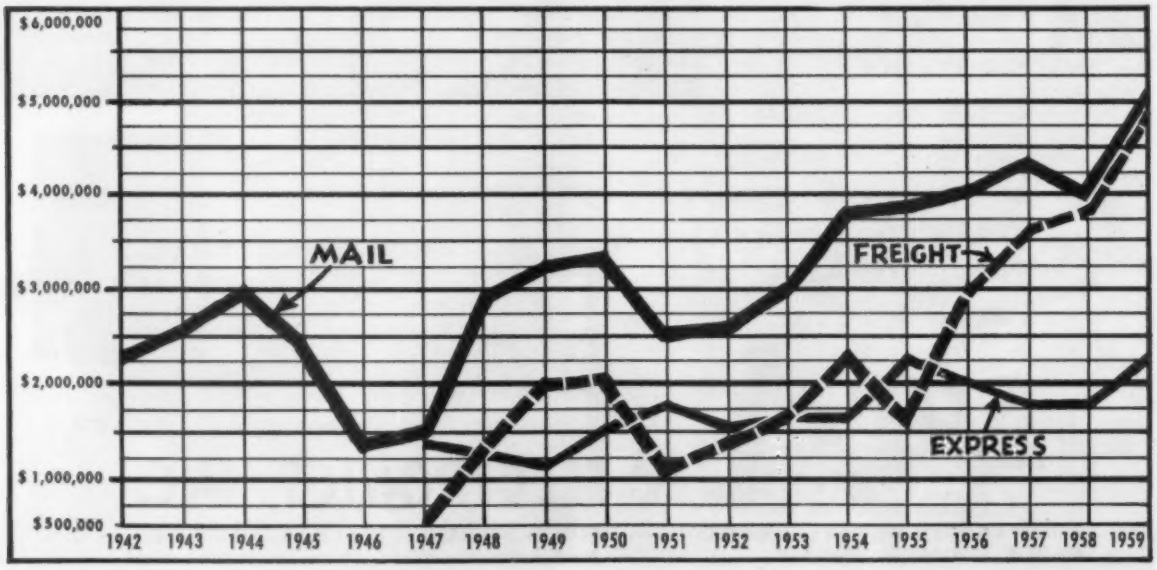
Ranked as the sixth largest carrier of domestic air freight and fourth in carriage of air express, Eastern is frankly out to capture a much larger share of the cargo market than it has enjoyed to date. During the month of June, the airline opened all-cargo services affecting the following points:

- Between Newark/New York and Atlanta, New Orleans, Houston, Miami, and San Juan.
- Between Atlanta and New Orleans, Houston, Miami, and San Juan.
- Between Chicago and Atlanta, Miami, and San Juan.
- Between New Orleans and Houston.
- Between Miami and San Juan.
- From Mobile to Atlanta and New York.

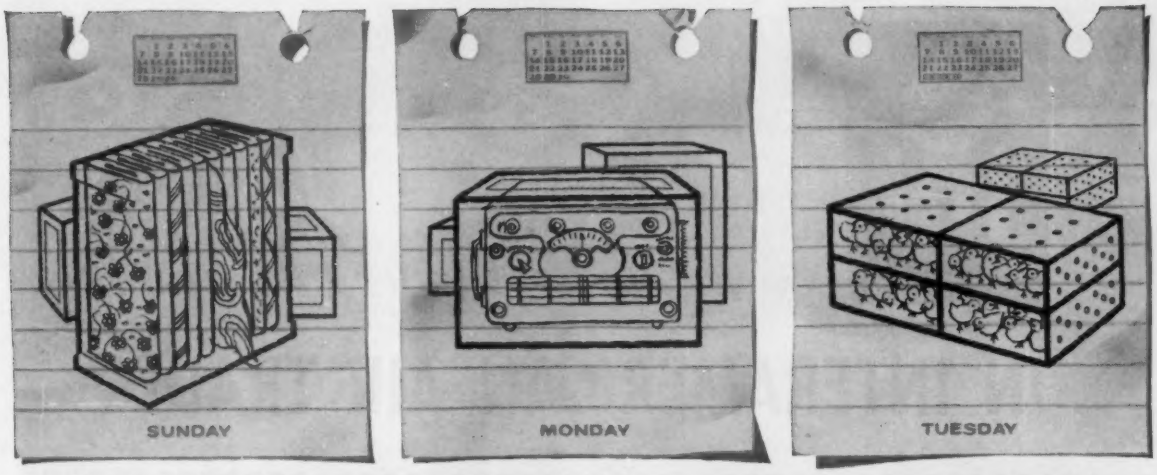
With the exception of the Miami-San Juan run, which holds forth same-day delivery, all routes provide overnight service. In addition, Eastern is offering reserved shipping space, and door-to-door pickup and delivery.

Eastern's five *Super C* freighters, each of which has a total of 4,650 cubic feet of capacity and a lift of more than 34,000 pounds, supplement a giant fleet of piston-engine, propjet and pure jet cargo-passenger transports. The airline estimates that the conversion jobs, operating on the routes and according to the schedules to which they have been assigned, have a theoretical lift capacity of some 53 million ton-miles.

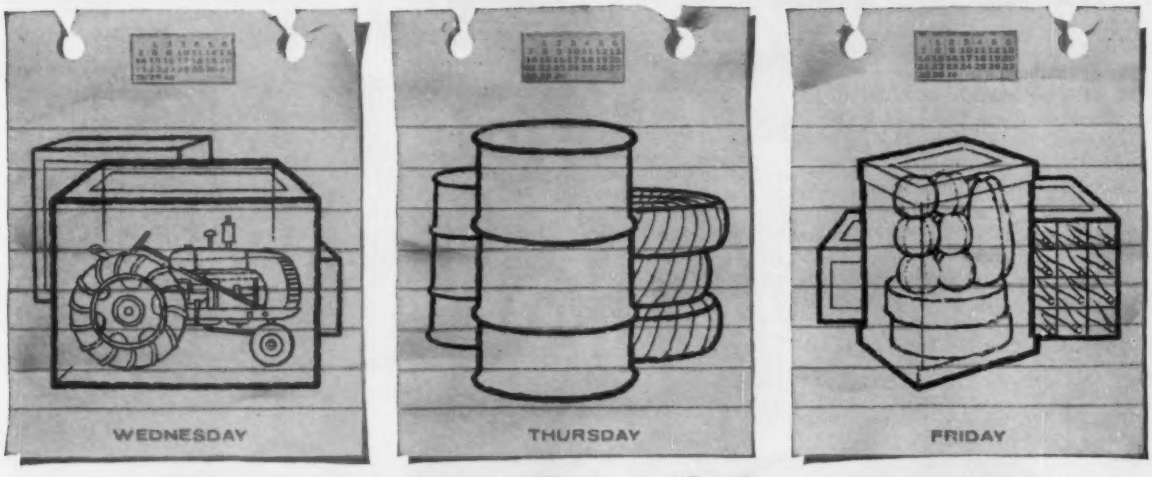
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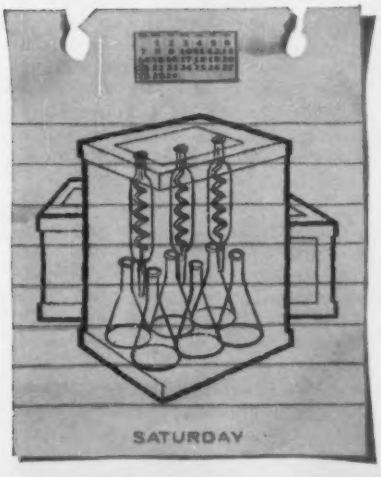
Note: Express and freight revenues were not separated prior to 1947. Between 1942 and 1946 combined revenues rose from $772,120 to $1,507,016.



Jet cargo service, non-stop to Paris,



now...every day of the week!



Air France flies more jets to Paris than any other airline! Eighteen flights a week from New York. And cargo goes on every one, every day. Big cargo. Bulky cargo. Heavy cargo. Air France 707 Intercontinental Jets have the extra-large doors and the extra-large capacity to handle it! Huge, 1700-cubic-foot cargo holds accommodate five tons of cargo—*triple the capacity* of ordinary airliners. Rates are now lower on many commodities...as much as 45% lower than ever before! And service is faster. Air France also offers twice-a-week jet cargo service direct to Paris from Chicago and Los Angeles. Immediate connections to other points throughout the globe. For more information about Air France Jet Cargo, see your cargo agent or call the nearest Air France office. Air France speeds cargo to more cities in more countries than any other airline.



AIR FRANCE JET

WORLD-WIDE CARGO SERVICE/WORLD'S LARGEST AIRLINE

ini aerolineas . . . A New Name IN INTERAMERICAN AIR TRADE

INI is a short name.

It's so short that often it has been confused with the universal commercial penchant for alphabetizing unwieldly company names.

But if Ini is not quite a household word in the United States, it nevertheless is a major business entity in Argentina; a recognized and well-heeled surname which is represented in a number of flourishing commercial enterprises, including Ini Airlines.

The airline, the Ini Family's newest

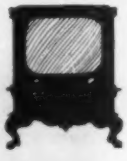


enterprise, was started in 1957 with a single DC-4. As the story goes, Jose Ini several years ago returned to Buenos Aires after a rather unpleasant flight on another airline, decided he could provide a superior service himself, and promptly set about establishing the beginnings of an airline service. Jose became its president.

On May 1, 1958, the United States Government issued a foreign air carrier permit to Ini. Its South American service expanded on January 8 of this year to an interamerican operation, linking Buenos Aires with Miami. Intermediate points are Santiago, Antofagasta, Lima, Guayaquil, Panama, and Caracas.

Jose Ini, an athletic-looking man in his middle 30s—he is a sports car racer, and is considered to be one of Argentina's top polo players—is an industrialist with a finger in several pies. With his cousins, Jorge and Jose Tawil, he is a member of all the boards of directors of their various interests.

Each heads a different company. Jose Tawil, for example, is president of Algodonera Lomas S. A., a cotton-manufacturing firm employing some 2,500 persons. Lanaco S. A., a wool-gathering plant, is headed by Jorge Ini. Another firm, CIFA S. A. (Consorcio Industrias Fabrica Argentina), which is devoted to wool weaving, finds Marcos



Ini at the top. (Marcos, incidentally, is another car racing enthusiast, with cross-country dashes his particular love.) In addition, there are extensive real estate development holdings. All the companies, including Ini Airlines, are headquartered in Buenos Aires.

Ini an IATA Member

Air Transportation **was closing for press when it learned that Ini Airlines, of Buenos Aires, Argentina, has been accepted as an active member of the International Air Transport Association, organization of the scheduled international airlines of the world. Through interline agreements with other IATA member airlines, Ini will have traffic outlets to every part of the world.**

There is no question but that air cargo looms large in Ini's plans. As a shipper himself—by virtue of his other enterprises—it forms a large part of his thinking. In a recent interview with *Air Transportation*, the youthful airline president stated:

"We have a couple of DC-6A aircraft



on order. When they are placed in operation, our DC-4 will be converted into a cargoplane. I believe there is a fair amount of cargo traffic which is available and more that we can develop."

Jose Ini pointed out that practically all of the export products manufactured by his three plants move out of Argentina by air. He said there is good northbound traffic in animals, and he considers grapes to be one of the good potentials.

"Interesting" southbound commodities, according to Ini, include cattle, oil equipment, electronic devices, business machines, textiles, and automobile manufacturing equipment.

The DC-6As, of course, will spell a big difference for Ini. The first one is due to be delivered by American Airlines on August 8 in Fort Worth. Shortly afterward the Buenos Aires-Miami operations will be stepped up to two round trips a week, then to three weekly sometime in September. The Argentine air carrier will take possession of its second DC-6A later this year.

(*Concluded on Page* 24)

JAL jets it to Japan in just 12 hours



Just 12 flight hours to Japan from San Francisco or Los Angeles...only 10 from Seattle! Afternoon departures convenient to U.S. domestic connections from the East and Midwest. Reserve space in advance...be guaranteed against "off loading" to mail or military cargo...save time, packing and handling costs, warehousing and paperwork...enjoy Japan Air Lines' extra care, traditional respect for goods in shipment. Call your cargo agent or Japan Air Lines.

U. S. DEPARTURES	TOKYO ARRIVALS
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*Start August 12, Sept. 5, Oct. 2 respectively

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The Same Old Problems . . .



. . . But Not for Long

By DONALD W. DOUGLAS, JR.
President, Douglas Aircraft Company

EVER since the end of World War II, the air cargo boom has been "just around the corner." It was evident to many a returning pilot that all he needed was a surplus C-46 or C-47, a little capital, and he had it made. Much of the rush to secure an early discharge from the service was prompted by a desire to get home first and start mining the rich air freight veins that lay almost on the surface.

The logic was obvious and simple. Everyone knew that the railroads made their bread and butter from freight, that passenger service was only a necessary and sometimes profitless byproduct of cargo moving. What was true of ground movement must therefore be true of the air movement, only more so.

Up to a point, the logic was just dandy.

But there was one little item that apparently escaped the attention of many of the early postwar air freight operators: the gap between ton-mile costs and ton-mile rates. One way or another, the boys had neglected to note that over many, many years, the rails had increased the efficiency of their equipment to a point where it was ideal for their purpose, the movement of cargo at a very low ton-mile operating cost, with a resultant ton-mile rate most attractive to the shipper who, in his unworldly, whimsical way, was interested in making a buck.

The result of this oversight on the part of many an eager young air cargo operator was financial catastrophe. In a few cases, the catastrophe was hastened by diligent application of another inept business practice which is funny only if your competitor is doing it. It goes like this:

"If you are losing money on the operation of one airplane, acquisition of more airplanes just like it will solve all your problems."

> *"The economic gains which a large-scale increase in the use of air freight offer the national economy are considerable and make it inevitable that such a burgeoning will come—and soon."*

The sum of these miscalculations was a setback to air cargo development, but for reasons which many people failed to understand. Among those who understood very well were Bob Prescott who started the Flying Tigers under just about the conditions I have noted, United Air Lines, Pan American, American Airlines, and some others.

But even these able operators have had to depend for their profits largely on the movement of a relatively low volume of relatively high-value cargo.

What, then, is the out? What's the answer? What is going to bring about airline access to the pay dirt which we all know is there and which ultimately will have a profound effect on all airport operations?

A number of factors will be brought to bear, but basically we are confronted with some of the same problems that existed in 1946. Most of the available commercial cargo transports are less than ideal for the job to be done; hence, operating costs are keeping the ton-mile rate beyond the economic grasp of thousands of would-be shippers.

Let's be specific. The ton-mile rate today stands at about 21¢. That is not competitive, on any count, with surface freight movement. But even at that rate, the domestic lines last year carried some 500 million ton-miles of air cargo, for the most part over the long-haul routes, upward of 1,500 miles.

What happens if—and when—the ton-mile operating costs are reduced to about 4½¢ a ton-mile, with a 10¢ per ton-mile rate?

We believe that by 1965, such a rate could well result in the generation of nearly five billion ton-miles of air freight annually, if the turbofan transport were available today.

This belief is considerably more than wishful thinking. It is based on careful surveys of shippers' requirements, made by airline and manufacturers' economists.

But before we can hope to exploit this vast opportunity, we must come up with realistic answers to a pair of challenging questions:

▸ *What should be done about the economic pressures which will affect the development of air cargo as a business? How can we help launch the increase in volume which we confidently believe can come?*

▸ *How do we at the same time insure that our national defenses take fullest advantage of the logistic gains now made possible through advances in airlift?*

Can one program accomplish both these objectives and can one airplane do the job?

If there is at present a single, comprehensive answer to these questions, I am sorry to say that I don't know it.

The complexities inherent in the problem touch on technology, economics, and military requirements. Our people at Douglas, as at other companies, are conducting thoroughgoing studies in search of satisfactory solutions, weighing absolute requirements against possible compromises.

These studies have yielded some interesting specifics in growth possi-

(*Continued on Page 24*)



Precious Package...

Kid glove treatment is S.O.P. with Riddle Airlines. Air Cargo—from live animals to heavy machinery, with fruit, flowers, fish, and fashions in between—goes first class when you ship Riddle!

Follow the lead of progressive shippers...and switch to Riddle! You eliminate crating costs and excess shipping weight, and you pay lower insurance premiums. Most important, your cargo is shipped "T.N.T."—Tonight Not Tomorrow!

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AIRLIFT . . . *Traditional Angel*

LATE in May, 600 miles of Chilean coastline were hit by a long series of shocks — four of them major—which rocked and tore the earth, toppled buildings, wrecked important facilities, and took the lives of some 4,500 persons, while injuring thousands more. Half a billion dollars' damage was estimated. Twenty-five miles of land were depressed as much as a thousand feet. Four volcanoes were reported to have been activated. Two new ones came into being.

And once more airlift came into instant play, bridging time and distance with medical equipment, food, clothing, and other urgently needed materials. It was the greatest mass airlift in South American history.

On one day alone—May 28—a fleet of 26 C-124s and eight C-118s moved more than 800,000 pounds of cargo and hundreds of trained personnel into the devasted area. Supplementing this gigantic airlift were the scheduled and unscheduled flights of the commercial airlines.

Panagra hauled over 50 tons of medicine, clothing, and emergency supplies from the United States, absorbing the cost of transportation as an act of charity. In addition to the DC-6A airfreighter which Panagra used in this service, it assigned a DC-3 to operate within the stricken country, flying supplies into the disaster area and returning with evacuees.

The airline's radio navigational and communications were kept on the air around the clock in Lima and Santiago in order to keep the so-called Operation Samaritan going without a hitch. The airline monitored and controlled all the USAF flights along the west coast of South America—more than 200 of them.



Cargo handlers at airport in Santiago, Chile, unload a Panagra DC-6A which has just landed with a full load of medicines, clothing, and emergency supplies. The airline hauled more than 50 tons of mercy freight for victims of the earthquakes, free of any charge.

Among the many tons of supplies sent southward by the American Red Cross was a shipment of 5,000 pounds of roll roofing, used for temporary housing, which helped to provide shelter for many of the thousands who were made homeless. The Rutherford, N. J., plant of The Flintkote Company, normally closed on a weekend, stayed open to get the shipment into shape for air transportation, trucked it to New York International Airport, and turned it over to the air carrier. Another big consignment of roll roofing took to the air the following day.

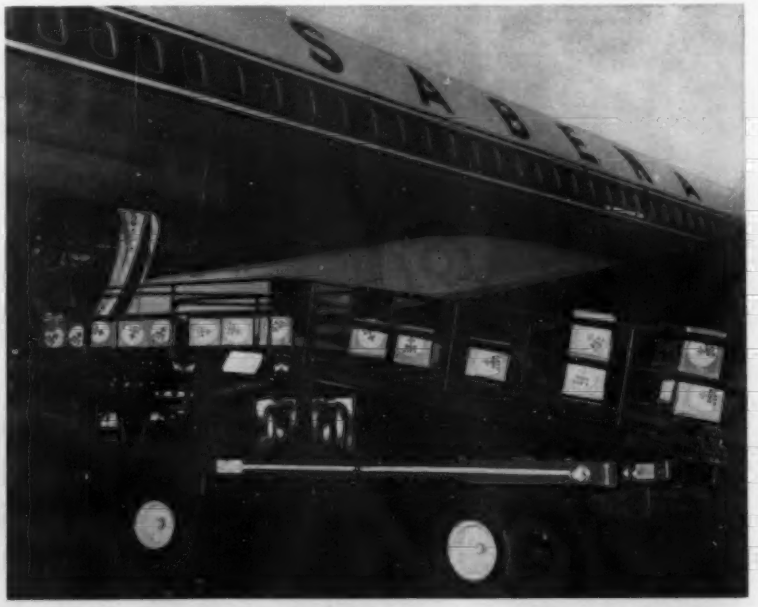
A gift of 5,500 pounds of blood plasma from the Belgian Red Cross was jetfreighted across the North Atlantic by Sabena Belgian World Airlines. Consigned to the Red Cross of Chile, it was transferred to a southbound air carrier and rushed to the stricken country.

The German airline, Lufthansa,

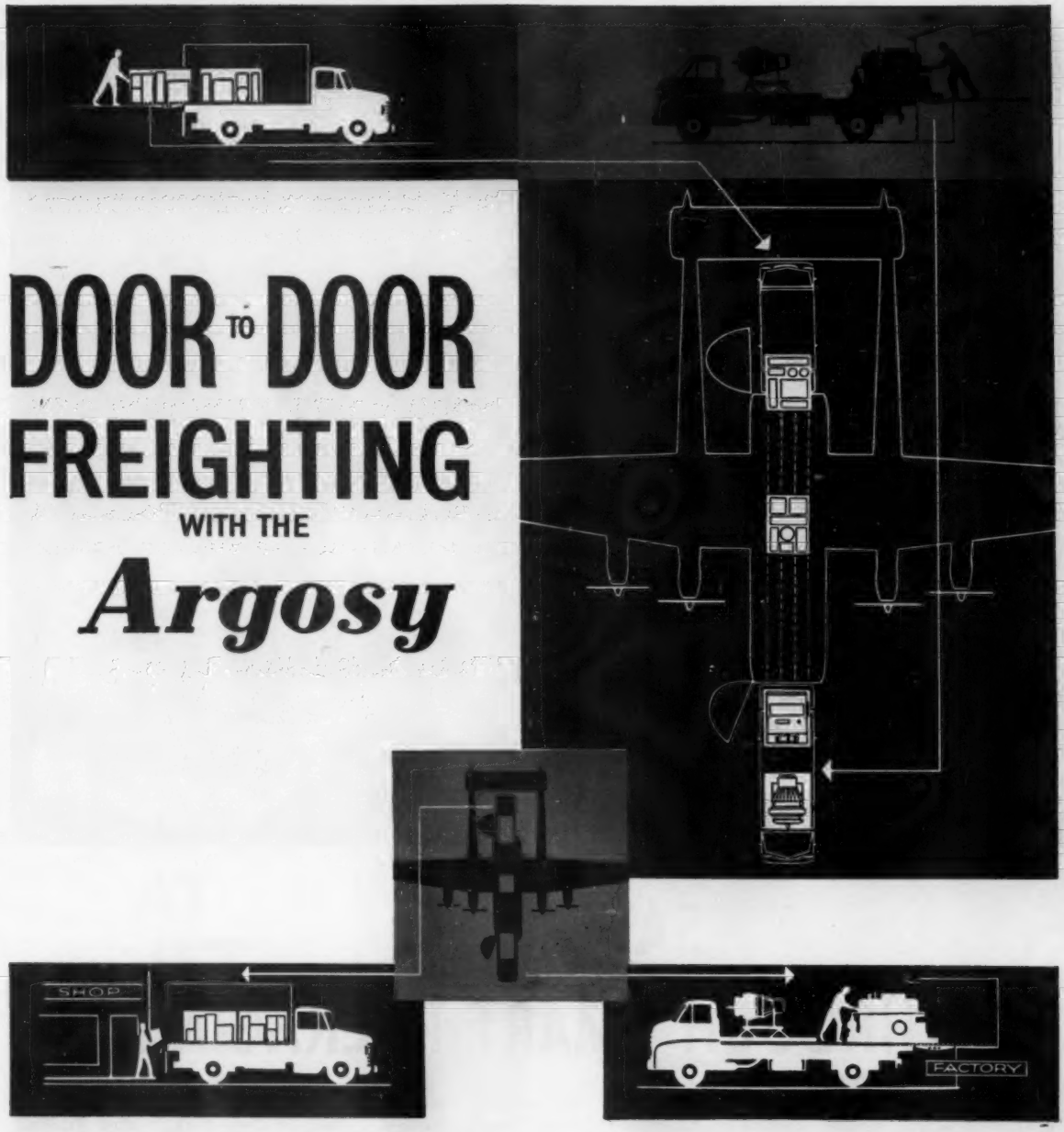
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Peter Bieling (left), KLM's deputy station manager at Idlewild, gives Captain Hendrik Lamme a $350 check. Money donated by KLM employees purchased medicines in Holland which were flown to Santiago.



A gift of the Belgian Red Cross to the injured in the stricken area of Chile, close to three tons of urgently needed blood plasma were rushed across the North Atlantic in a Belgian World Airlines jet, then flown to South America by a connecting transport plane.



DOOR TO DOOR FREIGHTING WITH THE *Argosy*

The revolutionary Rolamat-Argosy system of unitized loading

One pallet, one waybill—one streamlined operation door to door. That's the revolutionary air freighting system with the Rolamat-equipped Argosy.

Small parcels are built up on the pallet, the unitized load rolled onto a truck and straight from the truck into the Argosy.

Pallets can be linked together to take heavy bulky freight, such as machinery. No packaging is needed. Loads up to 13½ tons, less than 6 ft. 8 ins. high and 8 ft. 8 ins. wide, can be slid easily into the Argosy's 47 ft. long freighthold.

A complete turnround at the airport takes only 20 minutes, including refuelling.

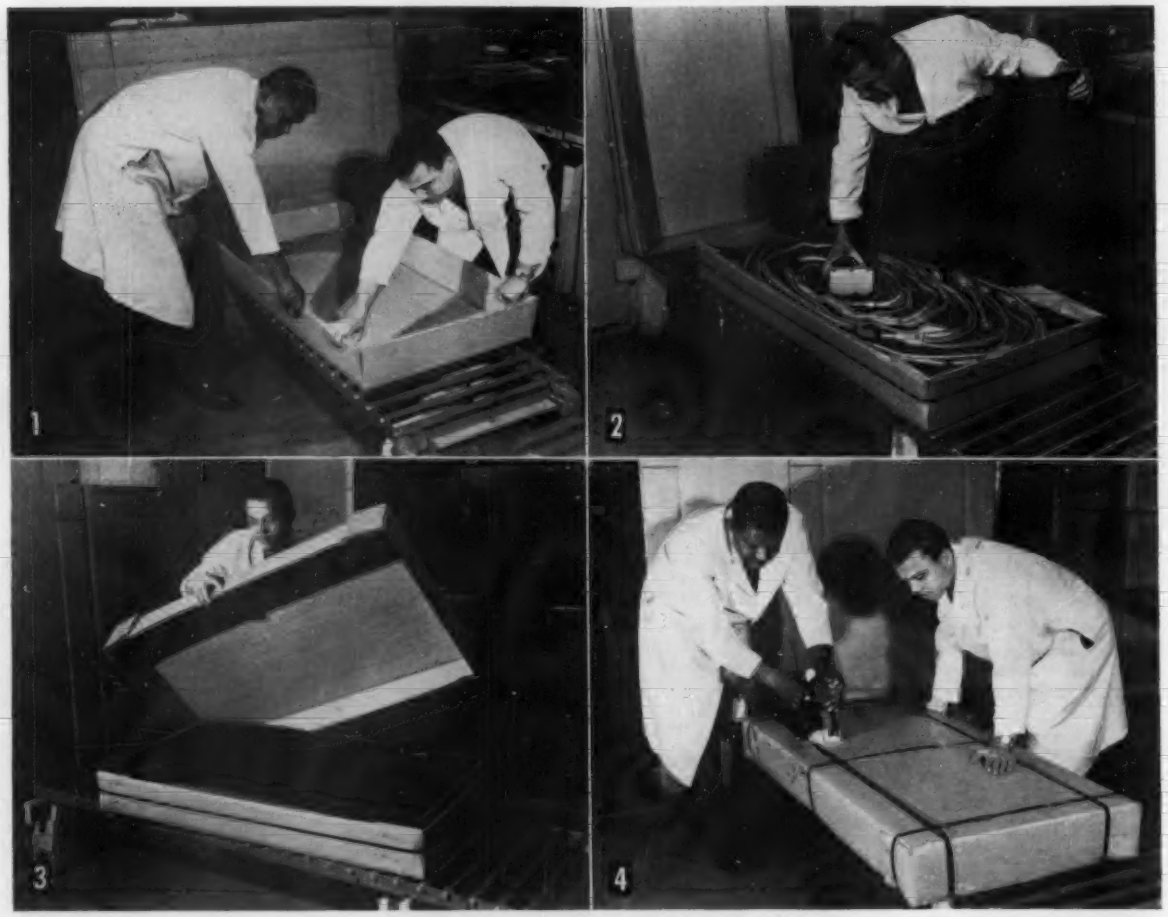
Off-loading is just as easy. The cargo is rolled onto the lorries backed up at both ends of the fuselage.

No special handling technique is required—lifting trucks and cranes can thus be completely dispensed with.

Rolamat saves time, saves trouble, saves money, saves labour, saves warehouse space. Yes sir, things really *move* with the Rolamat-Argosy system of unitized freight handling!

Designed to bring the cost of air freight down to earth

HAWKER SIDDELEY AVIATION 32 Duke Street, St. James's, London, S.W.1.



SAVING $$$ THROUGH SMART PACKAGING

ITEM 1: Sealed Lightweight Environmental-Proof Missile Harness, costing approximately $5,000.

Item 2: A triple-wall corrugated box.

Item 3: Polyurethane foam.

Item 4: Rubberized hair.

Item 5: An airliner.

Put them together and what have you got? Economy!

One of the innumerable case histories which underline the important factor of packaging in air shipping, often helping to make this form of transportation even cheaper than slower surface movement in the final analysis, involves the airlift of a highly sensitive and expensive component of the Atlas missile.

Manufactured by the Emerson Radio & Phonograph Corporation, of Jersey City, N. J., the Sealed Lightweight Environmental-Proof Missile Harness, which is designed to transmit power and electronic signals to and from certain instruments within the missile itself, is extremely sensitive. Considering its value and extreme sensitivity, the unit used to be packed in specially built heavy wooden boxes constructed of 2″ x 6″ lumber, and flown to the Convair Astronautics Division of General Dynamics at San Diego, Calif.

As the tempo of work on the Atlas was stepped up, so did the harness shipments increase. Soon Emerson engineers began casting about for a more economical means of safety shipping the component.

They found their answer in a triple-wall corrugated box, made of materials manufactured by Tri-Wall Containers, Inc., of New York. Called Tri-Wall Pak, it reputedly combines the elements of high strength and low cost.

Packaging of the missile component is simple. Here is how it works:

The shipping container is assembled *(Photo 1)* merely by folding along the corrugations at previously indicated points, then stapled to keep the folds in place. Next step is to insert a layer of rubberized hair in the container bottom, topped by a sheet of polyurethane foam, on which the unit is bedded. *(Photo 2)*. Another sheet of polyurethane foam placed atop the component sandwiches it *(Photo 3)*, and the container is ready to be closed. Securely steel-strapped *(Photo 4)*, the harness

(*Concluded on Page* 24)



SHELL DOES WORLD TRADE AT JET SPEED VIA B·O·A·C

Shell regularly specifies 'Air Cargo' when exactly-timed delivery is a must. The replacement of equipment and parts necessary to the smooth operation of a world-wide organization such as the Royal Dutch/Shell group of companies, necessitates swift, smooth cargo deliveries around the globe.

Many companies have found 'Air Cargo' indispensable for contact with their far-distant operations. Many, too, find BOAC's convenient flight frequency to the main markets of the world gives them the air distribution they require, because it ensures minimum transit time from the end of the production line to customers.

Direct flights from New York, Boston, Chicago, Detroit, Honolulu, San Francisco, Montreal, Toronto. For full information consult your freight forwarder, BOAC Cargo Agent, or any BOAC office.

World Trade by Jet

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takes good care of your cargo

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NEW YORK AND BOSTON TO: BIRMINGHAM, BLACKPOOL, BRADFORD, BRISTOL, CARDIFF, EDINBURGH, GLASGOW, ISLE OF MAN, JERSEY, LEEDS, LIVERPOOL, LONDON, MANCHESTER, NEWCASTLE.*

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SMART PACKAGING

(Continued from Page 22)

is ready for the jet flight across the country.

Savings, says Emerson, are substantial. Total packaging costs have been cut 44%, with the total shipping weight slashed 55%. • • •

INI . . . A NEW NAME

(Continued from Page 16)

Nor does Ini's fleet expansion program end there. A couple of *Caravelle* jets are slated to join the fleet also. The delivery dates for these 500-mile-an-hour aircraft are still unannounced. Their addition to the Ini fleet will spell a tremendous difference in the air carrier's schedules.

At the present time, Ini said, the forwarders provide the airline with 55% of its cargo traffic. He indicated that his company places great reliance on the forwarding industry and would cooperate with it in the mutual development of interamerican air freight—in both directions, north and south.

Did Ini contemplate joining the International Air Transport Association?

"Yes, that is our plan," the airline head asserted. "It will happen soon."

Guiding the destinies of Ini Airlines in the United States is one of this country's more knowledgeable and better-



known air cargo men, John F. Barrett. Formerly director of traffic and sales for Riddle Airlines, Barrett has in past years been associated also with the Flying Tiger Line, U. S. Airlines, Pan American World Airways, and LAV. He makes his headquarters at 4471 N. W. 36th St., Miami Springs, Florida.

Regional sales maanger based in New York is Thomas P. Doherty, another ex-Riddle executive. His headquarters are located at 11 W. 42nd St.

Ini is in the process of establishing



representation in the Atlanta, Chicago, Dallas, Detroit, Houston, Los Angeles, San Francisco, Washington, D. C., and Toronto areas.

Ini may be a short name, but it gives every indication of impressing air shippers in interamerican trade that it is long on performance.

"I know how shippers think," Jose Ini said. "I believe we will get along." • • •

TRADITIONAL ANGEL

(Continued from Page 20)

transported 2,150 pounds of clothing and medical supplies sent by the Verband Deutscher Studentenschaften, Bonn, consigned to the Union Nacional de Comite Coordinador Universitario, Santiago. In New York the shipment was transferred to National Airlines.

In a number of United States cities, employees of KLM Royal Dutch Airlines donated a total of $350 for Chile relief. Dispatched to The Hague, the sum was converted into medicines by the International Red Cross in Holland. KLM flew the shipment from Amsterdam to the Chilean capital. • • •

SAME OLD PROBLEMS

(Continued from Page 18)

bilities, using the DC-8 cargo version as a base line.

First should come a transport of 315,000-pound gross weight, powered with turbofan engines of 18,000 to 20,000 pounds thrust and capable of carrying 95,000 pounds of profitable payload for transcontinental distances, offering true overnight delivery.

The primary factor which promotes the growth of aircraft is the existence or development of advanced propulsion systems. While this advancement may come in the basic engine cycle, the change to be anticipated is increasing thrust.

There are two general regions of thrust in future engines which appear probable. The first is the development of current sized engines up to thrusts in the order of 23,000 to 25,000 pounds of takeoff rating. The second is the development of a new turbofan engine in the 30,000 to 35,000 thrust category.

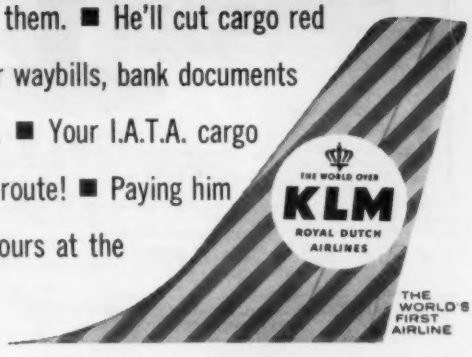
Within the basic framework of any good airplane, there is the possibliity of growth in a straightforward, logical manner. As engine power increases, it is always possible to increase range by raising takeoff weight and to increase payload by strengthening and lengthening the fuselage, providing that landing field lengths do not become excessive.

This type of growth was accomplished in the DC-4, DC-6, and DC-7 series and the same type of growth is

(Concluded on Page 26)

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SAME OLD PROBLEMS

(*Continued from Page 24*)

logical for the DC-8 with engines up to the 25,000 pound class, resulting in a transport with a payload potential of some 130,000 pounds, with a comparable increase in gross weight and wing area.

I cannot claim that this airplane would be entirely suitable for such military requirements as short-field take-offs or paratroop drops.

But when used in conjunction with—and as part of—a complete air cargo system, we are confident that it will prove a highly desirable and economical air freight carrier for both military and commercial users.

The system approach to all movement of air cargo is one which we have long advocated.

We are nearing, under Air Force contract, completion of a blueprint which will, we believe, soon lead to production and utilization of some very efficient materials-handling hardware.

Although space does not permit much elaboration on the details of the materials handling support system we have had under study, I may say that it offers an integrated program for the development of time-saving ground handling equipment; containerization techniques that will assure best possible use of a transport's cubic capacity; and data processing methods that will minimize paper work and maximize the control on inventories and cargo movement.

Because many of the techniques which are now under development for the Air Force should eventually be adaptable to commercial airline use, I believe that this adaption will ultimately have a significant effect on all airport operation.

Let me offer this opinion:

The economic gains which a large-scale increase in the use of air freight offer the national economy are considerable and make it inevitable that such a burgeoning will come—and soon.

Although the long haul, transcontinental and transoceanic freight movement will provide the initial momentum for the real cargo boom, it seems likely the advantages of overnight replacement of inventory which this service will provide must ultimately be shared by the merchant and manufacturer situated away from the great urban centers.

Those who fail to profit by the lower rate of obsolescence and the lower capital requirements made possible by air shipment will be unable to compete with those who do.

We have today jet transports flying which, in a cargo configuration, can operate profitably at ton-mile rates which should generate a healthy increase in volume. We have the support handling systems nearing final study form.

I have said that we—all of us—have the experience and determination to cope with a new challenge, however tough.

I still think so. • • •

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*Trade Mark, Reg. U. S. Pat. Off.



EASTERN'S BIG PUSH

(*Continued from Page* 14)

It was in June, 1942, when Eastern first utilized all-cargo C-47s to haul mail, express, and freight on regular schedules between New York and Miami. The war years saw this service expanded, and in the postwar period there were freighter services between the airline's major points, utilizing C-47 and C-54 equipment. When the Korean War erupted, all EAL cargoplanes were shifted to military service. Until the carrier's introduction of converted *Super-Cs* last month, all cargo hauled by it in the intervening decade has been in passenger aircraft.

While Eastern has refrained from actively promoting its air freight services in the past, its income from this source of revenue since 1947 (the first year freight and express revenues were separated) nevertheless has increased nearly eightfold—from $649,847 that year, to $4,925,391 in 1959. Express, which registered $1,478,564 in 1947, brought in $2,270,087 last year—a rise of about 50%. Mail revenues since 1942 increased from $2,308,202 to $5,023,763. (In 1942, when statistics for express and freight were not separated, the airline grossed $772,120.)

Several weeks ago, a realignment in the airline's cargo department brought William J. Wilhelm, who since August 1, 1958, had been serving as cargo sales manager, into the new post of manager of cargo services. Meanwhile, Edward E. Skinner, well-known regional cargo sales representative in Miami, moved into the position vacated by Wilhelm.



Wilhelm Skinner
EAL freight drive in their hands

Wilhelm, who is a Hoosier by birth, was a newspaper advertising salesman before joining Eastern in 1941. Starting as an apprentice operations agent, he moved up the ladder while serving in half a dozen cities.

Skinner, a native of New York—more specifically, of Long Island—served as a deck officer in the Merchant Marine before moving to Eastern 29 years ago. He opened his airline career as a traffic representative. Skinner is credited with having helped to organize the airline's air freight operations in 1946. He has served in a number of posts concerned with freight, express, and mail. • • •

PRESSTIME NEWS FLASHES

▸ A group headed by Robert M. Hewitt, president of **Riddle Airlines**, has purchased six million shares of stock from Arthur Vining Davis to take control of the all-cargo airline.

▸ The Civil Aeronautics Board has granted limited authority to the **American Express Company** to operate as an international air freight forwarder.





LEFT—Looking aft inside the newly converted airfreighter reveals roller tracks, reinforced flooring, barred windows, and tiedown fittings on the fuselage wall. The plane has a total of 4,650 cubic feet of capacity . . . RIGHT—Freight handler detaches haul rope after pallet-loaded shipment has been rolled forward from aft doorway to locate amidship where it will be anchored, held rigid.

FORWARDERS

AFFA SEEKS MODIFICATION

The Air Freight Forwarders Association, representing 12 firms holding authorizations to operate as domestic air freight forwarders, has petitioned the Civil Aeronautics Board for a modification of Part 296.5 of the Economic Regulations. This regulation requires that payment of freight transportation charges by domestic air freight forwarders be made within seven days of billing by the direct air carriers. The AFFA would substitute the seven-day limit with a 21-day limit.

In its petition to the Board, the forwarders' organization stated:

"Petitioners recognize that a healthy air transportation system requires safeguards against overextension of credits. They appreciate that reasonable minimum standards for the payment of freight billings are essential in order to insure against such over-extension and to avoid unjust discrimination and favoritism, and undue prejudice. They are convinced that the substitution of a 21-day period for the present seven-day period will not result in any undue relaxation of careful credit restrictions but will on the contrary tend to establish a more equitable payment deadline that the forwarders, because of the inherent nature of their operations, can realistically meet.

"Impossible to Comply With"

"The principal basis for the requested change is that the current seven-day requirement is in most situations *impossible* to comply with under sound bookkeeping practices, and in the remainder of the cases it is *impracticable* to do so. This petition is *not* based on any suggestion that the forwarders should be accorded the right to first collect the freight charges from their own customers before satisfying their own financial obligations to the airlines. There is no disposition on the part of these petitioners to make payment to the airlines dependent on or await the payment of billings by forwarders to their own shippers, or to have the airlines finance the forwarders during the time the forwarders' bills to their own customers remain unpaid. Airlines so disposed to favor some forwarders, or to carry them lawfully, can now do so under the existing seven-day rule by waiting an extended period of time before billing, since the rule requires payment only seven days 'after billing.' A more realistic 21-day rule, vigorously enforced and carefully supervised to insure that the respective parties do not stretch the pre-billing period to inordinate lengths for discriminatory or other purposes, would not only be more workable but would produce uniformity of treatment and call a halt to whatever preferences may now be practiced. A 21-day provision would also *by itself* induce the airlines to complete their billing within a reasonable time.

"Petitioners have stated that a 21-day rule is required as a simple accounting matter in order to process, coordinate and effect payment for the multitudinous billings from the airlines. A summary of the method by which the typical forwarder undertakes to make payment for its airline bills will demonstrate that this time-modification to 21-days is essential."

Traditional Practices

The AFFA pointed out that "almost all the petitioners, as almost all other forwarders and indeed most of the direct air carriers" make use of a central office payment and billing system which adheres to recognized commercial and accounting practices. It went on to state:

"Under this procedure payments to airlines for transportation services are made by the central office irrespective of the forwarder station which generated the traffic or effected the consolidation. These payments are made, pursuant to this standard industry practice, by each origin station first verifying the validity of the airline invoice against the actual airwaybills of the airlines in order to assure the accuracy of the billing and to insure against payment on double billings. In the case of the typical shipment serviced by the average origin station, Petitioners estimate that the origin station of a representative forwarder requires a minimum of three to four days after receipt by it of the airline bill in order to check the invoice, tentatively approve it and then forward it to its own central office by airmail, as is the customary practice. Actual receipt then by a *central office* of these individual invoices requires in the usual case, under normally expeditious handling, from four to six working days after airline billing—and with due allowance for week-ends, in most cases would already exceed the seven-day minimum for actual payment imposed under the present regulation.

"At the central office, following receipt from the origin stations, additional time is required for verification in accordance with sound business procedures—unless the forwarder is to pay the carrier invoices blindly. A number of the large forwarders process through their central office 20,000 and more shipments a month. This number will naturally increase as the forwarder volume increases. In many instances there are two or three airline bills per forwarder shipment. In addition these individual invoices covering separate consolidations are being routed in to each forwarder from every one of its own domestic origin stations. The number of stations varies with each forwarder of course but some of the larger forwarders have as many as 30 to 40 domestic stations and as many as 400 agents. This complex of paper funnelling into the central accounting office must be sorted and each invoice must be processed in direct relationship to the individual forwarder airwaybills which the airline invoice covers. The central office then passes the invoice through its normal accounts payable system for the actual drawing of checks and mailing them to the airlines. A reasonable estimate for the time necessary for complete clearance of the average airline billing through this central office procedure is approximately six to eight days."

The forwarders argued that even under the most efficient system of accounting operation, more than twice the time than now provided for under existing regulation is required "between receipt of the invoice

WILLIAM BARNETT

William Barnett, president of Barnett International Forwarders, Inc., passed away suddenly last month. He was 65.



One of the earliest pioneers in the field of air freight forwarding, Mr. Barnett joined a predecessor firm 47 years ago, only a decade after the Wright brothers flew their plane for the first time. His rise in that firm was rapid, becoming its general manager at the end of World War I, acquiring a small partnership shortly afterward, and in the ensuing years increasing his financial interest in it. Eventually he purchased outright control, and in 1947 the company changed its name to its present identity.

For the past few years, Mr. Barnett had limited his activities with the firm to participating in policy matters and high-echelon sales. Key officers of the company are his sons, Norman and Alan. He is also survived by his widow, Hannah.

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from the airline by the origin station and actual payment." They asserted that several of the petitioners previously organized a post-audit system for approving airline billings so that the seven-day requirement could be met.

"Under this practice all airline payables are paid at once subject to later verification," the AFFA said. "Without exception those instituting this system have since abandoned it because of the significant loss of control over their items, and because the frequent need for subsequent correction of the many inaccurate billings produced substantially additional clerical expense for them . . .

"Petitioners again stress that they do not seek financial relief in this Petition but only mechanical relief. They desire to conform to all Board regulations which are applicable to them. Regulations to be enforceable and to be respected, as is true of all law, must be those with which honestly-motivated persons can comply. The Petitioners are unable, in accordance with sound economic practices, to conform to the letter of the existing regulation. Although there is a similar seven-day requirement for shippers in the tariff rules of most airlines, it is understood, too, that with large commercial shippers using airlines directly, this airline rule is widely ignored because of a similar practical inability on the part of these national shippers to comply."

The petitioners are: ABC Air Freight Co., Inc.; Acme Air Cargo, Inc.; Airborne Freight Corp.; Air Cargo Consolidators, Inc.; Air Express International Corp.; Allied Air Freight, Inc.; Barnett Air Cargo, Inc.; Peter A. Bernacki, Inc.; Emery Air Freight Corp.; General Air Freight, Inc.; World-Wide Services, Inc.; 4-A Air Freight Corp. Representing them is Louis P. Haffer, AFFA's executive vice president and counsel.

UNIVERSAL RIGHTS DROPPED

The operating authorization of Universal Air Freight Corp. as a domestic air freight forwarder has been revoked, without prejudice, by the Civil Aeronautics Board. The action was taken pursuant to the regulation that failure to perform interstate service for two years, or failure to file the required periodic reports for two successive periods, may be viewed by the Board as tantamount to filing written notice of discontinuance of common carrier activities. Universal received its authorization on June 12, 1956.

BARR LICENSE IN FLORIDA

Barr Shipping Co., Inc. has received a license to transact customs brokerage business in Customs District No. 18, which includes the state of Florida. The firm, which was organized 45 years ago and is headquartered in New York, locates its Florida office in Miami Springs. Edmond Fernandez heads the Florida office. Barr operates as foreign freight forwarders, IATA cargo agents, and customs brokers.

AEI SALES CAMPAIGN

John E. Muhlfeld, vice president-sales of Air Express International Corp., has announced the opening of a new sales drive. Directed at export executives in 14 selected industries, the AEI campaign leans heavily on the introduction of new low North Atlantic rates, and on the coordination of the firm's own schedules with those of the jets, wherever possible.



Muhlfeld
Sales drive

The AEI sales chief stated that "products in 14 groups of manufacture will receive the benefit of shipping savings through new weight break points to 99 transatlantic destinations, with savings up to 47%." It was pointed out that when compared with international air parcel post rates, savings can reach as high as 56%. He said that for the first time, a specific commodity structure has been set up for small-package shippers, with the lowest weight group descending from 24 pounds to 1 pound. The minimum charge has been reduced to $5.00 and two lower weight break points established at 25 and 50 pounds. The latter are in addition to the 100-pound level. Muhlfeld explained that henceforth "shippers will not have to wait to assemble their bulk shipments to earn AEI's lower-than-airline rates."

The new rates apply to the following commodities: textiles; furs; hat bodies; wearing apparel; electrical appliances; office machines; typewriters, as distinct from office machines; phonograph records; radio, phonograph, TV and communications equipment; machine parts; pharmaceuticals, drugs and chemicals.

AFFA OFFICERS ACTIVE

Thomas D. Griffin (Acme Air Cargo, Inc.) and Louis P. Haffer, respectively president and executive vice president of the Air Freight Forwarders Association, headed west last month, on a speaking engagement aimed at expressing the views of AFFA to other forwarder groups and urging the establishment of regional organizations of air forwarders. One such body is being set up in Chicago, it was learned.

In addition, the AFFA officers are out beating the drum for the organization's proposed Airline-Forwarder Council, a group which would work towards solving mutual problems and furthering the air freight industry in general (*May 1960 AT; Page 22*). When the council gets under way, the forwarders will be represented by Haffer, chairman, and John C. Emery, Sr., Alvin B. Beck, John D. McPherson, Walter Schaaf, Peter A. Bernacki, and Robert Hopes.

3,000,000 FOR EMERY

Emery Air Freight Corp. recently handled its three millionth shipment. Picked up at Westinghouse Electric Corp.'s Television-Radio Division plant at Metuchen, N. J., the consignment, consisting of radios, hi-fis, and TV sets, was flown to Chicago. Indicative of Emery's rapid growth is the fact that it took from mid-1946 to 1955 for the air freight forwarding company to



John C. Emery, Jr., (right), vice president-sales of Emery Air Freight Corp., discusses with John J. Murphy, supervisor of traffic of the Westinghouse Television-Radio Division, milestone-setting air freight shipment.

reach its millionth shipment. The second million came three years later, and now the third million was registered two years after. According to John C. Emery, Jr., vice president-sales, Consignment No. 4,000,000 will show up some time next year. The company has handled more than 10 million individual items with an aggregate weight of 275,172,943 pounds since the start of operations 14 years ago.

BERNACKI ON THE MOVE

Peter A. Bernacki, head of Peter A. Bernacki, Inc., has returned from Europe following a business trip which took him to several countries there. Bernacki, whose international travels have made him a sort of human shuttlecock, has made five North Atlantic round-trip crossings since the beginning of the year. Now he's on a swing through the United States, drumming up air traffic, and visiting his offices. Recently the firm established an office in Geneva, Switzerland. Company headquarters are Philadelphia, but the principal air freight operations are handled at New York International Airport. Bernacki's other domestic offices are located in Miami, Los Angeles, New Orleans, and Chicago.



Bernacki
Active

NEW OFFICES

AEROVIAS PANAMA

New York, N. Y.—10 E. 52nd St., Jose Ibieta, Northeast regional sales manager.

AIR FRANCE

Hartford, Conn.—Ground floor, Hotel Statler Hilton, 10 Ford St. Marguerite Lemarchand, district manager.

AIRBORNE FREIGHT CORP.

Osaka, Japan—Sinmido Building, No. 19, 5 Chome, Minami-Kynhoji, Higashi-Ku. Harry I. Okida, sales manager.

SERVICES

DOMESTIC

AMERICAN

A new airfreighter service from Newark to Detroit and Dallas was opened last month. A DC-7 leaves Newark at 10:55 p.m., Monday through Friday, arriving in Detroit at 12:18 a.m., and in Dallas at 6:43 a.m. A Chicago stop is scheduled at 2:48 a.m.

TWA-REA

An agreement similar to the ones previously announced between two other airlines and Railway Express Agency has been signed by REA and Trans World Airlines (*June 1960 AT; Page 6*). The pact was announced jointly by William B. Johnson, president of REA, and E. O. Cocke, senior vice president-system manager of TWA.

Under the terms of the agreement, shippers will be given receipts for freight airlifted by TWA between its system cities and moved by surface between the latter points and the non-airport communities served by REA. It was pointed out that "shipments may be originated as air freight and delivered to final destination as surface express or in reverse order." Prepaid or collect charges will be a combination of the TWA-REA rates.

UNITED

Detroit received its first DC-8 jet flights late last month. Schedules call for nonstop service between Detroit and Los Angeles, and Detroit and Philadelphia; and one-stop service between Detroit and New York.

Starting July 8, United inaugurates Boeing 720 jet runs along the Pacific Coast, serving Seattle-Tacoma, Portland, San Francisco, and Los Angeles.

WESTERN

The Los Angeles-based airline last month introduced its Boeing 707 jet service along the Pacific Coast. Los Angeles, San Francisco, Portland, and Seattle-Tacoma are served with multiple daily flights.

CANADA

TRANS-CANADA

Calgary and Edmonton are the latest cities slated to receive TCA jet service "as soon as aircraft deliveries permit." According to G. R. McGregor, president, the company will operate four transcontinental DC-8 jet flights a day by the end of 1960. TCA at the present time offers a daily transcontinental round trip jet service between Montreal and Vancouver via Toronto. Last month, daily transatlantic jet service was opened between Montreal and the United Kingdom.

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INTERAMERICAN

AEROVIAS PANAMA

One-stop DC-6 service between Miami and Bogota was inaugurated last month. It was described by George R. Corey, vice president-sales, as being "in addition to the line's flights which link the Florida gateway with Kingston, Panama, and Lima."

PAN AMERICAN

The airline last month established nonstop jet service, one of the longest in the world, from New York to Brasilia, the new capital of Brazil. The 4,300-mile hop is flown in a scheduled 8:15 hours. There are connecting flights to Rio de Janeiro and Sao Paulo.

TRANSATLANTIC

AIR FRANCE

David W. Delaney, Eastern regional manager, has announced the addition of a Boeing 707 jet and long-range *Super Starliner* to its New York-Paris schedule. These flights will be operated as scheduled extra sections throughout the summer season, supplementing the two regular daily flights.

ALITALIA

The Italian airline last month inaugurated DC-8 jet service on its North American route. Initially Alitalia has three nonstop flights weekly in each direction between New York and Rome, via London and Milan. On the first of July, service will be stepped up to seven a week in each direction. One month later it expands to 11 weekly. As of August 1, there will be two weekly round trips between Montreal and Italy. The latter service was opened last spring.

BOAC

The British air carrier recently started Rolls Royce-powered Boeing 707 jet service between New York and London.

IRISH

The new schedule calls for departures from New York International Airport at 4 p.m. daily, with the exception of Friday when takeoff is at 9 p.m.

EUROPE

BEA

British European Airways has increased its cargo-carrying capacity between London and Dusseldorf and Frankfurt. In contrast to other German cities which are served with *Dakotas* cargo aircraft, a *York* serves the two named cities every Friday night and early Saturday morning. Lift capacity of the *York* is seven tons. Its loading door measures 7' x 5'3".

CAB

AA SEEKS BETTER ROUTES

In its brief submitted to CAB Examiner Merrit Ruhlen in the Domestic Cargo-Mail Service Case, American Airlines has included a request for improved route authority. The airline, consistently the country's top carrier of air freight, argues that it requires greater flexibility of operation in order to provide the best service to shippers. It pointed out that "American's all-cargo flights—the greatest number performed daily of any certificated airline—accounted for 60% of its industry-high 100,300,600 ton-miles in 1959." Adding that "none of those flights are scheduled with the needs of American's passengers in mind," AA went on to point out that "they must be routed between cities as though they were carrying passengers." The routes over which the airline claims it could provide greatly improved cargo service if greater operating flexibility is permitted were listed as follows:

Detroit-Los Angeles.

San Francisco-St. Louis, Houston, San Antonio.

Houston and San Antonio, to the East and Midwest.

AA also is seeking CAB authority to offer demand service at three California points: Sacramento, Salinas, and El Centro.

The airline's brief also contained its

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arguments opposing the requests of Riddle Airlines and Slick Airways, all-cargo operators, for the right to receive Government subsidy.

CERTIFICATE TRANSFER OK'D

Over the protests of Pan American World Airways, Northwest Orient Airlines, and TWA, the Civil Aeronautics Board has approved the transfer of the supplemental air carrier certificate of California Eastern Aviation, Inc., to President Airlines, Inc.

RANSA APPEAL REJECTED

RANSA's application to conduct 15 one-way flights per week from Managua to Miami, hauling processed meats purchased by the airline in Managua and sold in Miami, has been turned down by the Civil Aeronautics Board for the second time. The Venezuelan air carrier's application was filed with the Board on February 24, 1960, and rejected on May 2. Three days later, RANSA filed an application for review which, on June 6, brought similar unfavorable action.

The Board informed the airline that it is of the opinion that RANSA's dealings in meat are "as an agent for two U. S. meat packers who accept all the meat RANSA brings to that market." It added:

"Its arrangement with the packers suggests that the price for the meat is not fixed by the market place bargaining but rather, as RANSA expresses it, by an agreement to provide 'a markup which is about 150% of what air transportation would probably cost.' The usual indicia of independent dealing are lacking. The transactions involved are not significantly removed from RANSA's general holding out of cargo transportation between Miami, Central America, the Caribbean area and South America, and must be considered as common carriage. . . ."

The Board's order indicated that RANSA's "maintenance of title to the goods" appears to cast it in the role of providing private transportation."

UNITED REQUESTS CHANGE

United Air Lines has applied for an amending of its operating certificate to permit nonstop flights between San Diego and Chicago, and through service between San Diego and the East, bypassing Los Angeles. The airline would have San Diego declared a co-terminal with Los Angeles.

NAL HITS TWA-NEA PLAN

National Airlines has asked the Civil Aeronautics Board for an immediate restraining order to stop the merger plan involving Trans World Airlines and Northeast Airlines (*June 1960 AT; Page 6*). The Florida-based airline charged that there were "clear violations of the law," and that "the proposed transactions between (Howard) Hughes and Northeast constitute a direct threat to the economic foundation of the East Coast route served by National and Northeast." It argued that the proposal that Hughes, who owns TWA, be allowed to transfer six Convair 880 jet aircraft to Northeast, as well as to lend that airline $9.5 million, "cannot be permitted." National stated that "unless the Board takes prompt action it appears certain that Howard Hughes will gain full control of Northeast Airlines in the immediate future, if he has not already gained such control."

POSTING OF TARIFFS

The Civil Aeronautics Board has amended Subpart N, Part 221, Economic Regulation, which is concerned with the posting of tariff publications for public inspection. Until the June 24 effective date, Subpart N provided that each air carrier shall post and make available for publication at *each* of its stations or offices *all* of the currently effective tariffs and tariff publications issued but not yet effective to which it is a party. The Board explained:

"On January 25, 1960, the Board adopted Amendment 4 to Part 221 which implements its tariff posting rules by requiring air carriers to display continuously and conspicuously at each station or office where tariffs must be posted a notice advising the public that all its tariffs, those currently effective and those issued but not yet effective, were on file there and available for public inspection.

"Pursuant to a request for postponement of Amendment 4, so that data could be presented to the Board with respect to the revision of the underlying tariff posting requirements of Subpart N of Part 221, the Board, in Amendment 5 of March 18, 1960, postponed the effective date of Amendment 4 to May 27, 1960. On March 7, 1960, Eastern Airlines presented material to the Board which proposed that Subpart N of Part 221 of the Board's Economic Regulations, which governs the posting of tariffs for public inspection, be modified. Its proposal was subsequently endorsed by other air carriers.

"The Board has found merit in the proposal that tariffs should be required to be posted at every place where they have application, but at no other place. Consequently only passenger tariffs would have to be posted at places where passenger tickets are sold and only cargo tariffs at freight offices. Eastern Air Lines also proposed that an air carrier should be permitted to discontinue the posting of any given tariff if such tariff is not used by the public for a substantial length of time. The Board believes that such an exception to the tariff-posting requirement would not be justified since the right of the public to inspect tariffs cannot be made to depend on how often that right is exercised, and the need of a member of the public for such inspection may be even greater in the case of rarely inspected tariff provisions.

"The new regulation retains the requirement, as set forth in Amendment 4, that the air carrier post a notice at such offices which states that applicable tariffs are on file and available. Amendment 4 to Part 221 will be incorporated in this new regulation and is therefore superseded. Since this amendment relieves a burden placed upon those required to post tariffs, the Board finds that notice and public procedure hereon are not necessary."

The Board, therefore, has amended Part 221 of the Economic Regulations (14 CFR Part 221) as follows: (1) by rescinding Amendment 4 to Part 221, adopted January 25, 1960, and Amendment 5 to Part 221, adopted March 18, 1960, effective May 23, 1960; and (2) by amending Subpart N of Part 221, effective June 24, 1960. It now reads as follows:

SUBPART N—POSTING TARIFF PUBLICATIONS FOR PUBLIC INSPECTION

§ 221.170 **Posting at principal or general office.** Each carrier shall maintain permanently at its principal or general office a complete file of all tariffs issued by it and by its agents and those issued by other carriers in which it concurs.

§ 221.171 **Posting at stations, offices, or locations other than principal or general office.**

(a) Each carrier shall post and make available for public inspection at each of its stations, offices, or other locations which is in charge of a person employed exclusively by the carrier, or by it jointly with another person, currently effective tariffs and tariff publications which have been issued but are not yet effective, to which it is a party, as follows:

(i) At stations, offices, or locations at which tickets for passenger transportation are sold, all tariff publications applicable to passenger traffic from or to the point where such station, office, or location is situated, including tariffs covering any terminal services, charges, or practices whatsoever, which apply to passenger traffic from or to such point.

(ii) At stations, offices, or locations at which property is handled, received and delivered for transportation, all tariff publications applicable to cargo traffic from or to the point where such station, office or location is situated, including tariffs covering any terminal services, charges, or practices whatsoever, which apply to cargo traffic transported from or to such point.

(b) A carrier will be deemed to have complied with the requirement that it "posts" tariffs, if it maintains at each station, office, or location a file in complete form of all tariff publications required to be posted.

(c) Each tariff publication issued shall be posted by each carrier party thereto at least 30 days before its effective date, except that in the case of carrier stations, offices, or locations situated outside the United States, its territories and possessions, the time shall not be less than 25 days before the effective date of the tariff, and except that a tariff publication which the Board has authorized to be filed on shorter notice shall be posted by the carrier on like notice as authorized for filing.

§ 221.172 **Accessibility of tariffs to the public.** Each file of tariffs shall be kept in complete and accessible form. Employees of the carrier shall be required to give any desired information contained in such tariffs, to lend assistance to seekers of information therefrom, and to afford inquirers opportunity to examine any of such tariffs without requiring the inquirer to assign any reason for such desire.

§ 221.173 **Notice of tariff posting.** Each carrier shall cause to be displayed continuously in a conspicuous public place at each station, office, or location at which tariffs are required to be posted, a notice printed in large type reading as follows:

PUBLIC INSPECTION OF TARIFFS

All the currently effective passenger (and/or cargo as applicable) tariffs to which this company is a party and all passenger (and/or cargo as applicable) tariff publications which have been issued but are not yet effective are on file in this office, so far as they apply to

traffic from or or to..... (Here name the point.) These tariffs may be inspected by any person upon request and without the assignment of any reason for such inspection. The employees of this company on duty in this office will lend assistance in securing information from the tariffs.

In addition, a complete file of all tariffs of this company, including cancelled tariffs with indexes thereof, is maintained and kept available for public inspection at ..... (Here indicate the place or places where complete tariff files are maintained, including the street address, and where appropriate, the room number. (Section 204(a), 72 Stat. 743, 49 U.S.C. 1324. Interpret or apply Sec. 403, 72 Stat. 758, 49 U.S.C. 1373.)

AIRPORTS

SEATTLE-TACOMA

Air freight continues to make spectacular gains at Seattle-Tacoma International Airport. During the month of April a total of 3,596,060 pounds was handled, as against 3,020,888 pounds in the same month of 1959. Freight poundage for the first four months of 1960 reached 12,639,751, an increase of 1,681,803 over January-April, 1959. Air express showed a more modest increase in April, totaling 253,867 pounds as contrasted with 249,632 pounds in April, 1959. A rise of 53,319 pounds has brought the four-month total to 1,000,905 pounds.

PUERTO RICO

Puerto Rico International Airport at San Juan reported a total of 4,225,117 pounds of cargo handled in March, an increase of 35.59% over the March, 1959 figure. For the 12 months ended March 31, 1960, cargo handlings jumped 22.66% to a total of 48,940,088 pounds.

NEW YORK

The Port of New York Authority has begun construction of its Downtown Manhattan Heliport, the second public heliport in Manhattan built by PONYA. Location is just north of the Battery. It is expected to be in operation by the end of this year.

ROME

Rome's new big air terminal, Leonardo da Vinci Airport, is scheduled to be opened late this month. Expected to be one of the finest in Europe, it will replace Ciampino Airport which will revert to accommodating military aircraft. Da Vinci will have two major runways running parallel to the Tyrrhenian Sea near Ostia, Rome's beach resort. The larger runway is reported to be 2½ miles long. Access to the airport is considerably improved. Alitalia, which has constructed separate facilities at da Vinci, has put up what is reputed to be the largest hangar in Europe. It will be able to service five of the largest jets simultaneously.

MAIL

HOUSE GROUP HITS LIFT

A bill which would ground first-class surface mail now moving by air on a space-availability basis has won the backing of a House Post Office subcommittee. The bill is opposed by the Post Office which is seeking to expand the experimental airlift of 4¢ mail, as well as by the airlines. It is favored by the railroads which claim that further expansion of the airlift would reduce their revenues. *(June 1960 AT; Page 67.)*

GROUND SERVICES

PAA-CONSOLIDATED DEAL

Willis G. Lipscomb, vice president-traffic and sales of Pan American World Airways, and Parkman Sayward, vice president-marketing of Consolidated Freightways, have jointly announced a global truck-air cargo system linking the airline's world-wide destinations with the motor freight carrier's terminals. Consolidated operates facilities in 145 United States and Canadian cities. The announcement stated that the deal between the two carriers "makes possible direct shipment with single documentation procedure to and from interior cities as well as gateway points on all six continents."

Consolidated will receive air shipments at interior United States points, handle the documentation, and dispatch the freight to proper airport gateway. Shipments originated overseas for delivery to interior United States points will be handled by Pan Am and turned over to Consolidated where truck-air service applies. A through in-bond service will be provided for importers at interior Customs ports. The two firms plan to publish a joint tariff memorandum about July 1. It was stated that Consolidated's Information Center at Bellwood, Illinois, will be linked by direct communication with Pan Am's Cargo Information and Reservations Center in Long Island City.

BOAC FREEZER-COOLER

British Overseas Airways Corp. has set up deep freeze and cooler units in its cargo facility at New York International Airport. Each unit has 960 cubic feet of



space and will hold up to 1,200 kilos of freight. The deep freeze maintains temperatures of from zero to 5° F.; the cooler, from 35° to 38° F.

Shippers and agents whose consignments require refrigeration have been requested by the airline to indicate on their shipping documents whether freezing or cooling is required.

FACTS & FIGURES

United States Airlines

ALLEGHENY

Freight—Cargo lift in 1959 rose 28% above the preceding year, registering a total of 10,069,328 pounds.

AMERICAN

Freight—A new all-time record was established for the month of May when 9,108,000 ton-miles were flown. This was 10% above the May, 1959 figure.

Express—Up 17% over the same month a year ago, a total of 918,000 ton-miles was marked.

CONTINENTAL

Cargo—In contrast to the 340,000 ton-miles flown in May, 1959, this year's May saw 650,000 ton-miles recorded.

FLYING TIGER

Fiscal—A loss of $623,688 for the nine months ended March 31, 1960 is reported. (Fiscal year ends June 30.) The same period a year ago saw Tiger earning a profit of $1,275,614. Decline was attributed to a 49% reduction in contract revenues. Freight revenues for the nine months, however, were up to $11,154, a gain of 14%.

NATIONAL

Freight—A 41% rise to 631,201 for the month of May is reported.

Cables: "AIRSEA"

AIR-SEA FORWARDERS, Inc.
Registered by CAB • FMB No. 982
Customs Brokers • IATA Air Cargo Agents
406 S. Main St., Los Angeles 13, California
Phone: MAdison 6-4361 Telotype: LA-477

BARR SHIPPING CO., INC.
Authorized IATA Air Cargo Agent
Custom House Broker
44 Beaver St., N. Y., 4, N. Y.—HAnover 2-5280
Miami Branch Office: 4471 N. W. 36th St.
Miami Springs 66, Fla., TUxedo 8-0094

PETER A. BERNACKI, INC.
Authorized Air Cargo Agent
CAB-Registered Air Freight Forwarders
26 Broadway, New York 4, N.Y. Phone: BO 9-6800
Cargo Building No. 80, N.Y. International Airport, Jamaica 30, N.Y. Phone: OL 6-5435

FRANK P. DOW CO., INC.
CAB-Registered Forwarder
Authorized IATA Air Cargo Agent
354 S. Spring St., Los Angeles, Calif.
Phone: MAdison 6-0171
Offices in: San Francisco, Portland, Ore., Seattle, Houston

FLYING CARGO, INC.
CAB-Registered Air Freight Forwarder
Authorized IATA Air Cargo Agent
140 Cedar St., New York 6, N.Y.
Phone: BArclay 7-1710

V.T.MANCUSI
CUSTOM HOUSE BROKERS
Cargo Service Bldg. No. 80
N.Y. INTERNATIONAL AIRPORT
Jamaica 30, N.Y.
OL 6-5452
TIME IS AN ELEMENT OF PROFIT

PENSON & COMPANY
Authorized IATA Air Cargo Agent
Customs Brokers
11 Broadway, New York 4, N. Y.
Phone: WHitehall 3-4000, Cable: PENSONAIR
Airport Office: Cargo Service Bldg., No. 80
New York Int'l Airport, Jamaica 30, N. Y.
Phone: OLympia 4-5544

J. D. Smith Inter-Ocean, Inc.
CAB-Registered Air Freight Forwarders
Authorized IATA Air Cargo Agent
53 Broadway, New York 6, N. Y. BO 9-2330
Cargo Service Bldg., Idlewild Airport OL 6-5870

Express—A total of 77,515 pounds carried in May represented a gain of 8% over the same month a year ago.

Foreign Airlines

BEA

Freight—In contrast to the 1,129,100 ton-miles flown in April, 1959, the same month this year registered 1,303,000 ton-miles, an increase of 15.4%.

Indirect Air Carriers

AIR EXPRESS INTERNATIONAL

Fiscal—Chester M. Mayer, president and chairman of the board, reports a profit of $101,500 for the calendar year 1959. The preceding year had been "a break-even year." Gross billings were at $11,925,000, a gain of 29%. Air consolidation business was up 39%. Mayer stated that "quite by coincidence, the revenues derived from consolidated traffic formed 39% of the total company revenues." Poundage in AEIC service climbed 34%.

CONGRATULATIONS

UNITED STATES AIRLINES

American: C. D. Loveless named director-cargo field performance appraisal. His service with the airline goes back to 1934. . . . Russell Thayer assumes the newly created position of director-military traffic. A seasoned airline manager, he joined American in 1952. . . . William D. Steward elected an assistant vice president. Formerly director of regulatory proceedings, he will continue to head this division.

Braniff: Charles Daly appointed district sales manager in Argentina. A 17-year veteran of international air transportation, Daly worked for Pan American and KLM before joining Braniff in 1955.

Delta: Robert B. Parsons elevated to assistant to the vice president-traffic and sales.

Northwest: The following appointments have been made: Loyal M. Liken becomes district sales manager in San Francisco; Charles A. Dinardo, formerly district sales manager in Philadelphia, replaces Liken in Pittsburgh as district sales manager; and Robert D. Heppes, formerly a senior sales representative in Chicago, becomes district sales manager in Philadelphia. . . . Ralph E. Bova appointed assistant district sales manager in Detroit. . . . John E. Johnson, formerly NWA's Rhode Island and Connecticut sales representative, elevated to sales promotion manager.

Pacific Northern: T. D. Parsons promoted to assistant airport sales manager at Seattle-Tacoma Airport.

Panagra: Peter C. Petch, previously superintendent of sales and traffic training in Lima, transferred to Buenos Aires as sales representative. . . . Clive Swain, formerly traffic representative at Santiago airport, elevated to district sales manager in Antofagasta, Chile. . . . Eugenio Soffia named to replace Swain in Santiago.

TWA: Roger Schlieder appointed assistant vice president-financial planning and analysis.

FOREIGN AIRLINES

Aerovias Panama: Jose Ibieta, formerly with Chilean Airlines, appointed Northeast regional sales manager.

Ethiopian: Roger Chase, Jr., appointed general sales manager. Operating from Addis Ababa, he will be responsible for all of the airline's advertising in the United States, Europe and Africa. He comes from service with TWA in Paris.



Kawabuchi
Japan



Chase
Ethiopian

Japan: Michio Hanaoka, formerly Eastern regional manager in the United States, returns to Tokyo to take over the post of special assistant to the managing director of traffic and sales. Replacing him in New York is Tatsuhiko Kawabuchi, who has been named to fill the newly created post of deputy general manager-American Division and director of traffic and sales. Once associated with Iino Shipping Company for which he was air cargo manager, with Yamato Transport Company for which he served as sales manager, and with the Civil Aeronautics School in Nagoya of which he was assistant director, Kawabuchi joined JAL in 1953. A year later he became general manager in Osaka, later departing for Hong Kong where he served JAL as district manager.

Mexicana: H. Max Healey, general manager, selected to receive the 1960 Alumni Achievement Award given annually by Hanover College, Hanover, Ind., to a graduate of the college. A 20 years' veteran of commercial aviation, he first served with Pan American, and later with Avianca, before rejoining Pan Am and in 1958 moving to its affiliate, Mexicana. . . . F. Paul Miscione appointed United States sales manager, headquartered in Chicago. He came to the airline in 1959, with over 30 years of service with Pan Am behind him.







Above left
Healey, Mexicana

Above
Miscione, Mexicana

Left
Nilert, SAS

SAS: Tore H. Nilert, decorated with the Royal Order of Saint Olav in the degree of Knight, first class. The honor recognizes his outstanding services to Norway in his capacity of president of SAS.

Air France: Pierre F. G. Mulot and George L. Hern named assistant managers of public relations.

BOAC: K. Anthony Gain named Pacific sales liaison officer headquartered in Los Angeles. . . . Ralph S. Sale appointed traffic liaison officer at San Francisco International Airport.

Lufthansa: Peter Piercy appointed district cargo sales manager headquartered in San Francisco. A resident of that city for more than two decades, Piercy has some 10 years of experience in the field of air cargo.



Left
Piercy, Lufthansa

Lower Left
Roth, Swissair

Below
Oberon, Swissair





Swissair: Hans Roth named cargo agency and interline manager. With the airline since 1946, starting in Basle, he was transferred to New York in 1954 . . . Oscar Oberon, formerly airport cargo manager for SAS at New York International Airport, now with the Swiss airline in the capacity of assistant cargo traffic manager. A Swiss-born American citizen, he has had freight forwarding experience as well.

FORWARDERS-AGENTS

ABC Air Freight: The following changes have been made in New York: Richard Eranger becomes station manager; Donald Geary becomes district sales manager; and Harold Michaud joins the sales force. William Minton named district sales manager in Boston.

Air Express International: Masao Kobayashi appointed manager of the newly operational Tokyo office. Coming from Yamato Transportation Co., Ltd., his previous service in the air freight field includes affiliations with Northwest Orient Airlines and Civil Air Transport.

Airborne Freight: Allen L. McNitt named to the newly created position of administrative assistant to the president. . . . Charles S. Kreigh joins as district sales manager in St. Louis. He relinquishes the managership of Emery's St. Louis office. . . . Harry I. Okida heads the new sales and operation office in Osaka. At one time a cargo sales representative for Northwest in Osaka, he has since served with Taisan Air Transport Co. and Civil Air Transport.

Allied Air Freight: Robert M. Maloney, former regional manager for Slick Airways and district sales manager for Alitalia, appointed district manager in Boston for the air freight forwarding firm.

INDUSTRIAL SHIPPERS

Crown Cork & Seal Co., Inc.: Thomas E. Kiley appointed traffic manager.

Phelps Dodge Corp.: Bernard Ponessa promoted to general traffic manager.

Refined Syrups & Sugars, Inc.: Raymond F. Myers elected to the new position of vice president in charge of manufacturing and transportation.

Olin Mathieson Chemical Corp.: Franklin W. Gerhart named purchasing and transportation manager.

Ruberoid Co.: George A. Erath elevated to assistant traffic manager.

Reynolds Metals Co.: Rex N. Miller promoted to western traffic manager.

International Harvester Co.: Marshall M. Parkhurst becomes general traffic manager.

Merritt-Chapman & Scott Corp.: Parker A. Thompson appointed traffic manager for the construction department.

W. J. Voit Rubber Corp.: James C. McQuaid named traffic and distribution manager.

Henry H. Cross Co: Robert D. Speake appointed traffic manager.

American Car & Foundry Division: J. P. Gardiner appointed product manager for the railway car parts in New York City. He is replaced in St. Louis by Walter H. Pogue, Jr.

Boyle-Midway Division: Frank W. Dalglish takes the post of Pacific coast traffic manager.

Brown & Williamson Tobacco Corp.: Alfred J. Kneessy elevated to the new position of manager-transportation planning and control. Oliver P. Kidder succeeds Kneessy as traffic manager.

Oscar Mayer & Co.: John E. Spohn appointed general fleet and transportation manager.

H. J. Heinz Co.: John B. Carnahan, traffic manager, awarded an Alfred P. Sloan fellowship at the Massachusetts Institute of Technology where he will receive one year of management study.

EQUIPMENT MANUFACTURERS

Bell Helicopter Corp.: Dwayne Kendall Jose appointed commercial sales manager.

Clark Equipment Co.: H. D. Nelson, comptroller, and Bert E. Phillips, general manager of the Industrial Truck Division, elected vice presidents.

MILITARY

Air Materiel Command: Colonel Jack N. Stovell appointed director of transportation at AMC headquarters. Deputy director of transportation since April of last year, he succeeds Brigadier General Francis C. Gideon, now head of AMC's new Directorate of Data Systems. In his new position, Colonel Stovell is in charge of the movement of Air Force equipment and supplies by all forms of transportation. Packaging and handling are included in the directorate's activities. Another important activity is Logair.



Stovell
AMC

ORGANIZATIONS

Air Cargo, Inc.: Howard B. Scott, named assistant regional manager, headquartered in New York. His most recent position for the scheduled airlines' ground service organization was that of claims manager.

Chicago Associaton of Commerce & Industry: Juan Terry Trippe, founder and president of Pan American World Airways, named by the Chicago organization to receive its International Achievement Award for World Peace for 1960. The award is presented in conjunction with the Chicago International Trade Fair which started June 20 and will continue through July 5. Trippe was selected for the award because of his "unexcelled leadership in pioneering international air transportation."



Trippe
Pan Am

Los Angeles Chamber of Commerce: Lee Pitt appointed manager of the Aviation Department. An experienced news and public relations man, he has received various awards for excellence in aviation reporting.

CLUB NEWS

Air Cargo Sales Club of New York: Newly elected officers for the 1960-1961 term: Robert C. Lord, ASA International Airlines, president; Robert D. Havenstein, National Airlines, vice president; Vic Raso, Transcontinental, S. A., treasurer; and Joseph Puccia, Flying Tiger Line, secretary. Named to the board of directors for three-year terms: Jim De Stefano, TWA; and Albert G. Halvorsen, Seaboard & Western Airlines.





Upper photo: Recent session of the Air Cargo Sales Club of New York heard Joseph A. Morley (second from right), of Canadair, discuss the CL-44 swingtail and its special cargo-handling system. Posing with Morley (left to right) are: Robert H. Nicholas, of Flying Tiger; Alvin C. Schweizer, of Alaska, president of the club; and John Bogosta, of Seaboard & Western. Flying Tiger and Seaboard are purchasers of the highly regarded propjet airfreighter. Lower photo: Subsequent to the above meeting, members of the Air Cargo Sales Club of New York elected the above officers for the 1960-61 term (left to right): Robert D. Havenstein, National, vice president; Vic Raso, TSA, treasurer; Joseph Puccia, Flying Tiger, secretary; and Robert Lord, ASA, president. (See particulars above.)

Transportation Club of Atlanta: Guest speaker at Industrial Night held on June 13 at the Dinkler Plaza Hotel was L. E. Galaspie, director of traffic of the Reynolds Metals Co. in Richmond, Va., and president of the Associated Traffic Clubs of America.



Galaspie
Guest speaker

Industrial Traffic Association of San Francisco: Elected at a recent meeting: Scott D. Flegal, Safeway Stores, Inc., president; Paul J. Wellnitz, Union Carbide Corp., chairman of the board; P. M. Kujachich, Owens-Illinois Glass Co., vice president; M. A. Walker, Fibreboard Paper Products Corp., secretary; and Glenn T. Gleason, Zellerbach Paper Co., treasurer.

HANDLING - PACKING

TRANSFER LOADING PLATFORM

Canadair, manufacturer of the highly touted CL-44 swingtail propjet airfrighter, revealed that it is developing a cargo transfer loading platform which is expected to expedite straight-in loading of containers and pallets. It is for use with a fork lift truck and the lightweight flexible pallet which the company recently developed. The platform has an upper level for the transference of pallets to and from the main aircraft floor, and a lower transfer level for underfloor bins. Describing its use, Canadair said:

"During the time that the swingtail is being opened, a tubular-frame truss is attached to external lugs on the aircraft under the fuselage and the transfer loading platform is moved in on its castoring wheels to locate with the truss. Rubber buffers on the forward face of the platform are the only direct contact it has with the airplane. Platform locating lugs are locked to the truss by pins, and adjustments for final lateral and vertical positioning are by hand-operated screwjacks. The platform front supports are counterbalanced to a relief load of up to 1,000 pounds. Once in position, two steady pads at the rear of the platform are lowered to the ground to prevent castor movement.

"The two-level cargo transfer structure is supported on the platform chassis by a single ball-joint at the rear and rests on hard rubber blocks at the front when not attached to the aircraft truss. The ball-joint incorporates a self-levelling jack, and this combination compensates for aircraft deflections in yaw, pitch and roll planes during loading . . . operations."

Canadair further stated that when the platform has been attached to the plane and levelled for the loading operation, a fork lift or overhead monorail is used to place a pallet or container on the platform upper level. There, a roller conveyor, which is set slightly above floor level of the swingtail, allows the pallet to be moved easily into the plane until approximately one-third of its length is inside the open rear fuselage.

Here, spring-loaded hook carriers automatically engage with pickup fittings on each side of the pallet and draw it to a predetermined location. This done, the chain-and-cable system returns the hook carriers to the loading sill to handle

more freight. While this operation is in progress, cargo bins or containers are placed on the lower level for loading into the rear underfloor cargo compartment.

The manufacturer continued:

"To avoid flexing under load and to allow convenient warehouse handling, the lightweight pallets are laid on supporting frames or carriers. When loaded, the pallet complete with carrier is picked up by a fork lift truck equipped with a special roller-bed attachment. Design of this attachment permits the rollers to project upward through the carrier frame so that the pallet is supported by the rollers. Pallet stops, which restrain the load in transit, are retracted on reaching the loading platform and the load is rolled onto the platform deck.

"Effectively, the cargo transfer platform becomes a temporary extension of the aircraft floor and is so connected that it moves as a unit with the fuselage under all conditions of changing attitude brought about by varying fuel loads, oleo leg movement, gust loads on the open tail and cargo movements over the sill.

"Since reaction to these changing movements is almost immediate and correction is automatic, angularity between the platform and aircraft is always maintained to give the required clearance between pallet base and fuselage side-rails. This permits the use of very light pallets and modular containers which allow for maximum utilization of the airplane's capacity and disposable load.

"The transfer loading platform can take two fully loaded containers or pallets at a time in addition to rear underfloor containers. It can be dismantled for air transport in a CL-44, a desirable feature for supply operations at other than regular terminals. Use of the platform permits simplified loading at any point on the cargo ramp without accurate positioning of the airplane adjacent to the terminal.

"Where required, the platform can be combined with sophisticated loading arrangements such as extended conveyors or monorails. Scissors-lift vehicles can augment or replace the fork lift truck, and loading direct from trucks is achieved by the use of extended ramps between truck bed and transfer platform. It is expected that development of the platform will extend its use to side-loading aircraft."

ROCKETDYNE CUTS DAMAGE

Rocketdyne, a division of North American Aviation, Inc., reports that its new packaging program has produced an 89% reduction in the cost of parts damaged during the seven months it has been in effect. The firm said that "the damage cost reduction is substantial because of the value of highly precise rocket engine parts." Further savings were achieved through lower packaging costs which Rocketdyne estimated to be 6% less. The firm added:

"Packaging material costs are expected to drop further with time because the system is based on reuse of standard packaging materials."

The new system includes a methods study of the movement of parts between manufacturing departments and plants, selection of standard containers and packing methods for parts classed according to durability, and the design of departmental packaging stations and plant packaging material depots. Packaging and materials handling engineering, warehousing, shipping, transportation, manufacturing and training are coordinated in the execution of the system.

BOOKS

Jet airliners are becoming increasingly commonplace. Each one is, as Derek D. Dempster aptly puts it, "a living memorial to the original *Comet I*." In Dempster's **The Tale of the Comet** (David McKay Co., Inc.; 218 pages; $4.00), the fascinating history of the world's first jet airliner unfolds like a modern thriller. And a thriller it is: the mysterious disasters; the almost impossible recovery of wreckage; the piecing together of the truth behind the midair disintegrations; the ultimate triumph. Read it.

Little-known Ceylon, the "Resplendent Land," is introduced by Argus John Tresidder, a United States Public Affairs Officer, in **Ceylon** (D. Van Nostrand Co., Inc.; 237 pages; $4.25). Second volume in the publisher's Asia library, *Ceylon* provides a short, affectionate description of a delightful country and its people, their customs, culture, and religious rituals. Tresidder correctly appraises his book as "an *apéritif* not an *entrée*"; one which should "whet the appetite of those who hope to visit Ceylon," or who may feel the urge to read more extensively about it.

Dr. Lee A. DuBridge's short volume, **Introduction to Space** (Columbia University Press; 93 pages; $2.50), is a lucid approach to understanding the achievements of space science and technology, and to future hopes, based on four lectures by the author. Dr. DuBridge proves that science can be synonymous with excitement.

The finest Holy Land travel book we've seen to date is Zev Vilnay's **The Guide to Israel** (World Publishing Co.; 576 pages; $5.00). Enlarged and brought up to date, this volume is a total effort—and a successful one; a comprehensive description of the Land of the Bible, prodigious in practical information. Well illustrated, including a large map of Israel in color. Recommended.

Warren Tute, formerly of the Royal Navy, continues to follow the sea in his newest novel, **Leviathan** (Little Brown & Co.; 378 pages; $4.95). This is properly so—and *Leviathan* proves it. Tute has superimposed the actions of a number of well-known defined characters against a biography of Britain's proud luxury ship which went to its watery grave in World War II. Tute has surmounted the difficult task of relating the interplay of human desires and emotions with the story of a great ship. The realness of his people and the awesome majesty of the vessel itself combine to make this the author's best to date.

Hank Searls, who authored *The Big X*, is another man who appears to be progressing well in the element he knows best—the air. A former Navy pilot, Searls' second novel, **The Crowded Sky** (Harper & Bros.; 274 pages; $3.95) is a tale of modern airways and the machines and crews manning them. The excitement in this story builds tensely on the separate problems of several characters in the air and on the ground, and on two aircraft flying in instrument weather, headed towards a collision near Amarillo, Texas. ". . . Between the man on the ground and the man in the air stretches . . . only the thread of radio frequency." And thereon hangs a story calculated to raise your blood pressure a few points.

In **Their Majesties the Mob** (University of Chicago Press; 214 pages; $5.00), Professor John W. Caughey states: "For lack of a challenge, vigilantism stands by default. It gets an exaggerated appearance of popularity. Its leaders can posture heroically. And the whole movement . . . gains a cachet of respectability which is indeed a strange accompaniment to its extralegal and antilegal character." In addition to an excellent essay on this sore problem, Caughey presents a long record of mob action over a period of a century.

Paul Horgan's **A Distant Trumpet** (Farrar, Straus & Cudahy; 629 pages; $5.75) is a honey of a book about the United States Cavalry and the Apache wars in Arizona in the '80s. It is enormously long; packed with people, many of them unfashionably good; loaded with incident, much of it exciting; and Freud, thank God, doesn't crop up once. Horgan really does know people, and he really does know how to write a gripping story. A major novel. Highly recommended.

The saddest thing one can say about posthumously published books is that it is not among the author's better efforts. This, unfortunately, is the task of the reviewer in reporting on the late Nevil Shute's final novel, **Trustee from the Toolroom** (William Morrow & Co.; 311 pages; $3.95). His *On the Beach* was by far his most successful, although we can think of one or two better ones which preceded it. *Trustee from the Toolroom* is a warmly written story of a model-builder who doubled as a writer for a magazine for model-makers, suddenly plunged into the role of trustee for his young orphaned niece. And there's a small fortune in diamonds to recover from the sunken vessel in which his niece's parents lost their lives. Keith Stewart sets out on his journey to the South Seas and, along the way, discovers that his writings have won him a devoted audience which, as the reader soon learns, manages to come in especially handy. Shute, as always, is extremely readable, even if the story strains the imagination a bit.

The Sound of One Hand (Duell, Sloan & Pearce; 279 pages; $3.95), by Laurence D. Savadove, is one of the most absorbing novels we have read this year. It is Savadove's first and, we hope, a herald of more good ones to come from him. The book is centered primarily on the young American, Endicott, who has found peace and happiness in Japan Why? Savadove comes through with a spate of answers which jog mind, emotion, and most of all, complacency. ("Old worlds cloy, and new ones are always reluctant to adopt you if you don't spring in fresh and clean and openly.") He shoves his probe deep into postwar Japan and the GIs who have elected to stay on there. *The Sound of One Hand* is a significant, thought-provoking novel.

The student of Medieval history will welcome Alfred Duggan's **The Cunning of the Dove** (Pantheon Books, Inc.; 254 pages; $3.50) as shedding a good deal of light on the life and times of Edward the Confessor, the last legitimate Anglo-Saxon king of the English. Coming to the throne at nearly 40, after spending most of his life in Normandy, he took the vows of chastity (even though he married), and lived to become a holy man credited with performing actual miracles of healing; indeed, by the time of his death he was regarded as an authentic saint. During his long reign, most of the real ruling was done by the powerful Earl Godwin, and after Godwin's death by that earl's son, Harold, who later fell to William of Normandy. This is not Duggan's best book, but he is always a fine writer, historically accurate, polished, witty, and readable.

Lizelle Reymond is a cultivated Frenchwoman with a literary background who for several months of the six years which she spent in India, lived in a Brahmin household. This experience she has described in **My Life with a Brahmin Family** (Roy Publishers; 192 pgaes; $4.50). It is a fascinating book, well-written and deeply interesting. The Brahmin family were strictly bound by the orthodox tradition, and their family life had not changed for thousands of years. Miss Reymond was honored in being invited to participate in their life, to share their customs, and to be instructed in the cultivation of Yoga. After leaving the family she went deep into the Himalayas to receive further instruction from a hermit-teacher. Her descriptions of her journeys are by no means the least interesting parts of her book. She has a real gift for evoking local color, and for putting the reader "in the picture."

(*Concluded on Page* 38)

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39 Interested in air freight charters? Here is a brochure by the Flying Tiger Line which will give you some new ideas on the subject. Volume shippers (whether shipping by air at the present time or not) should find this informative.

40 Here is a new folder which provides a photographic, step-by-step story of how Signode's adjustable master container, Adjusta-Pak, is put together from eight corner sections. Used for a wide variety of commodities.

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43 Half a dozen capsule case histories are featured in a Delta Air Lines folder which shows how to "move mountains of merchandise" economically and profitably.

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BOOKS

(*Continued from Page* 36)

Irwin R. Blacker, whose *Taos* was well received in this column, is on different ground in his newest novel, **The Kilroy Gambit** (World Publishing Co.; 216 pages; $3.50). Blacker has turned to the cold war for his theme. Its main elements are GENOPS, a Government agency; its director, a general; a headline-hunting Senator; Soviet agents in Afghanistan; a secret GENOPS operation and the dangers which befall it. Mix them together and shake well. Under Blacker's pen a fairly good story emerges, although his writing is not as inspired as that which *Taos* displayed.

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